

# SPOTLIGHT



SEPTEMBER 2015

# Hawaii

*Six Month Contest*





# IT AIN'T OVER

**O**N FRIDAY, JUNE 7, 2013, THE racing headline read: "Belmont Stakes warmup sees stunning come-from-behind finish." And chances are you've never even heard of the horse that did it.

The horse's name was Calidoscopio, and the Brooklyn Handicap is a lower stakes race where the horses do not have the same celebrity status as those in larger races like the Kentucky Derby. The criteria for a horse's entry are not as strict, and prior to post time, nothing about the race drew much attention.

That day, the track was soaked with pouring rain and standing water, which many horses simply don't like to run in. It was a small field; there were only 8 entrants in the race for horses 3+ years of age. The two horses considered serious contenders were named Percussion and Ruler on Ice, winner of the 2011 Belmont Stakes, and they quickly took the lead. At

the mid-point of the 1½ mile race, 10-year old Calidoscopio, the oldest horse in the field, with odds of 7-1, was considered out of the picture, running 22 lengths — more than half a football field — behind the leaders.

Just before the final push of the race, Calidoscopio's jockey made a move off the rail toward the middle of the track, which took him further from the finish line but gave them a clear path to the front. At the final quarter-mile marker, Calidoscopio blew past Ruler on Ice and was only about 5 lengths behind Percussion. As race commentator Kristian Dyer reported, "In the end, it was Calidoscopio in a show of will and sheer guts who overtook Percussion to win by nearly a full length." Among those in the know, Calidoscopio's win is regarded as one of the greatest finishes in horse racing history.

Truth is I'm not much of a horse racing fan — I prefer the other kind of horsepower — but I think we all love come-from-behind stories of victory despite the odds. This kind of story reminds us that "it ain't over 'til it's over."

Well, 2015 ain't over. Have you already called the results before the race is run? If this were Calidoscopio's big race, we'd be at that final quarter-mile marker where he made his spectacular move to blow away the favored leaders. Calidoscopio and his jockey didn't settle for second place and neither should you! There's still time to gain ground and claim your place on stage in Puerto Rico next year.

And we're pleased to announce another high-stakes competition: a new 6-month production contest with another exotic trip on the line... to lush and beautiful Kauai, Hawaii!



Calidoscopio pulls past Percussion to win the 2013 Brooklyn Handicap.

Winners of this contest will be treated like the champions they are at the luxurious Grand Hyatt Kauai Resort & Spa. Pristine beaches for adventures or relaxing, championship golf and tennis, culinary and cultural experiences that are second to none... all await YOU. See pages 18-19 for details.

One of the most valuable traits a race horse can possess is "heart," meaning charisma and the determination to cross the finish line with passion. Ask any AIL-NILICO leader and they will agree that an Agent's heart is more important than intelligence or skills. I believe we ALL have the heart; it's what brought you here in the first place.

Muster your energy reserves. Make your move to the front of the pack and I'll see you in the winner's circle. ☘



## Roger Smith

President & Chief Executive Officer  
AIL & NILICO



## SPOTLIGHT

www.arc.aillife.com/arc/spotlight  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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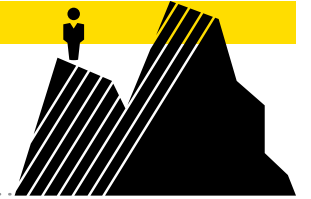
# NEWS SEPTEMBER 2015

VOL. 48 NO. 9

## SGA Career Track

### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



## Required Retention Rate

Effective Jan. 1, 2015, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **70.0%**  
Net to Gross: **80%**

## Dates to Remember

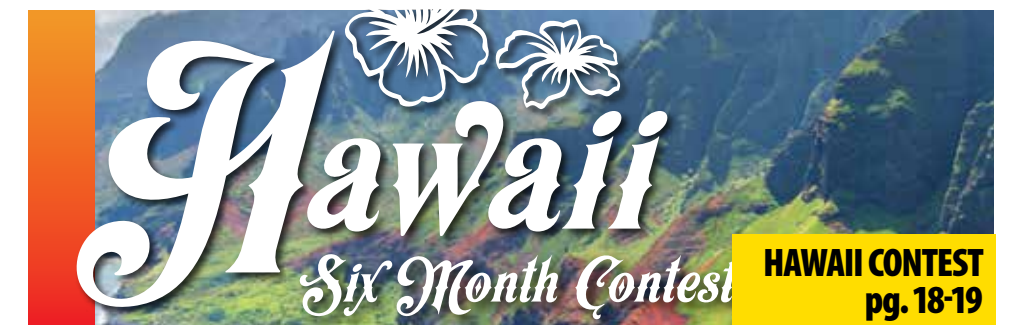
eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 10/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 10/28**. eApp business excluded from the 7 day hold should be uploaded by **Friday 10/30** before 2:00 p.m. CST to count for **October** production.

# \$3,934,086

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.

## Correction

SGA **Kyle Wrobel** was omitted from the anniversary list in the August 2015 issue of *Spotlight*. August was Kyle's six year anniversary at American Income Life. Congratulations, Kyle!



**\*Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2016 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2015 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). **Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful El Conquistador Resort in Puerto Rico! The convention will be held May 22-25, 2016.**



**LOOK FOR ME!**



# Anniversaries

## 41 YEARS OF SERVICE

Donald Wald, AGT  
**36 YEARS OF SERVICE**  
 Steve Friedlander, SGA  
**22 YEARS OF SERVICE**  
 Mitchell Look, AGT  
**16 YEARS OF SERVICE**  
 Eddie Dhillon, AGT  
 Dorian Oldham, SGA  
**15 YEARS OF SERVICE**  
 Matt Henderson, SGA  
 Alex Roland, SGA  
**14 YEARS OF SERVICE**  
 London Burnett, MGA  
 Kevin Haines, AGT  
 Alison King, AGT  
 Marcus Smith, SGA  
**13 YEARS OF SERVICE**  
 Philip Prata, SGA  
**12 YEARS OF SERVICE**  
 Kathy Pappas, PR  
 Randy Souliers, RGA  
**11 YEARS OF SERVICE**  
 Ryan Bisanz, RGA  
 Peter Kaplanis, AGT  
 Steven King, MGA  
 Tim McAdams, RGA  
**10 YEARS OF SERVICE**  
 John Cochrane, SA  
 Ross Ewen, AGT  
 Herman Fennell, MGA  
 Sharif Grays, MGA  
 Brett Grysko, RGA

Robert Kanaan, RGA  
**9 YEARS OF SERVICE**  
 Ryan K Hall, RGA  
 Alex Kae, RGA  
 Thomas Soloweyko, GA  
**8 YEARS OF SERVICE**  
 Ala Awad, AGT  
 James Cunningham, SGA  
 Jessica Treybick, PR  
 Marisa Willgruber, RGA  
**7 YEARS OF SERVICE**  
 Chena Blair, AGT  
 Rosanna Gill, PR  
 Anna Guido Rohrer, PR  
 Daniel Hartwig, RGA  
 Phillip Jenkins, AGT  
 Casey Kunash, RGA  
 Timothy Leary, PR  
 Rodney Mori, SA  
 Jake Yagjian, RGA  
**6 YEARS OF SERVICE**  
 Anita Ferris, MGA  
 Magdhalene Franklin-Holmon, GA  
 Ricardo Grandt, AGT  
 Joshua Jackson, RGA  
 Samy Jacques, AGT  
 Steve Sanchez, PR  
 Michael Schumacher, AGT  
 Nadezhda Vitchev, GA  
**5 YEARS OF SERVICE**  
 Gretchen Crady, GA  
 Bryan Czajkowski, AGT  
 Dustin Edgell, AGT

Violetta Goldman, AGT  
 Alexander Keats, RGA  
 Chris Lussier, SGA  
 Tina Nelson, AGT  
 Ryan O'Malley, GA  
 Nasr Quadri, RGA  
 Maureen Roberts, PR  
**4 YEARS OF SERVICE**  
 Brandon Baker, GA  
 Maren Conway, AGT  
 Joshua Cosentino, AGT  
 Elifranc Deus, AGT  
 Dean Jensen, RGA  
 Sean Velasquez, RGA  
**3 YEARS OF SERVICE**  
 Devin Adams, RGA  
 Muhammed Ashraf, MGA  
 Steven Bensinger, AGT  
 Veronica Carrion, GA  
 Christine DiSanto, GA  
 Ryan Feehan, GA  
 Alon Fischer, MGA  
 Krystal Gordon, AGT  
 Donte Grant, SA  
 Patrick Guthrie, GA  
 Benito Menchaca, MGA  
 Raymond Ross, AGT  
 Denis Snyder, AGT  
 Sarah Vacheresse, AGT  
 Andrew Wagner, MGA  
 Robert Wright, MGA  
 Jennifer Young, MGA

**2 YEARS OF SERVICE**  
 Bechir Abboud, AGT  
 Laura Bayless, AGT  
 Patricia Cicerale, GA  
 Delmy Diaz-Cervantes, GA  
 Daniel Dunham, GA  
 Lincoln Dziekonski, SA  
 Craig Ebinger, MGA  
 Jeremy Gibson, GA  
 Dennis Hickey, SA  
 Winston Hills, SA  
 Fengchuan Ko, AGT  
 Mike Lade, MGA  
 Emilee Manthey, MGA  
 Steven Mason, AGT  
 Robert Novotne, SA  
 Kelli Perry, AGT  
 Kyle Schroeder-Gurnicz, MGA  
 Susan Sereke, MGA  
 Joy Vann-Austin, MGA  
 Jason von Rosenberg, SA  
 Daryl Williams, MGA  
 Troy Williams, MGA  
**1 YEAR OF SERVICE**  
 Margarita Aguila Campos, AGT  
 Christopher Angelos, AGT  
 Anmarie Aqvi, SA  
 Joan Aquino, AGT  
 Sarah Vacheresse, AGT  
 Jesse Bachrach, SA  
 Heather Beals, GA  
 Jorge Bello, SA  
 Monica Bengtson, SA

Christopher Bennett, SA  
 Christopher Bentley, MGA  
 Martha Bicket, AGT  
 Jacob Bieber, MGA  
 Jessica Boss, AGT  
 Joel Braggs, GA  
 Leon Burke, AGT  
 Sam Chan, AGT  
 Susan Chuppa, AGT  
 Jesse Coatney, SA  
 Brandon Comeau, GA  
 Megan Connors, AGT  
 Julio Cotto Perez, AGT  
 Timothy Cowart, AGT  
 Nathan Crandell, MGA  
 Joshua Crisp, GA  
 Haydn Daniel, SA  
 Jonathan Dupre, AGT  
 Barry Elkes, SA  
 Kaitlyn Estes, AGT  
 Cynthia Garcia, AGT  
 Chelsea Gobes, GA  
 Felix Gonzalez, SA  
 Rosita Griffith, AGT  
 Stephanie Haarer, SA  
 Carrie Hammer, SA  
 Zachary Hansen, AGT  
 Rachael Hicks, SA  
 Matthew Hilton, SA  
 Anne Hooper, SA  
 Kyle Hopkinson, AGT  
 Brian Howard, SA  
 Ariel Jaimes, AGT

Dara Jean-Pierre, GA  
 Brenna Jensen, GA  
 Jasmine Johnson, AGT  
 Mari Jones, AGT  
 Michael Joshua, GA  
 Audrey Kersey, AGT  
 Dustin King, SA  
 Tami Klein, GA  
 Deborah Lapeyrouse, AGT  
 Michelle Leese, AGT  
 Ivan Leung, MGA  
 Randal Logelin, AGT  
 Daniel Lopez, SA  
 Michael Mallia, SA  
 Mary Marsters, AGT  
 Sela Mavae, SA  
 Carey McCormick, AGT  
 Hussain Mir, MGA  
 Karen Mosley, SA  
 Kelly Nails, AGT  
 Jessica Napiza, GA  
 Jamal Nelson, SA  
 Washawn Nelson, AGT  
 Lindsay Nielsen, SA  
 Taylor Orona, GA  
 Carrie Padgett, GA  
 Zachary Pareja, SA  
 Ernest Patterson, AGT  
 Daniel Perkins, MGA  
 Nick Pestana, AGT  
 Jamonta Pettitway, SA  
 Anthony Pezzulo, AGT  
 Jacqueline Pittman, SA

Quentin Polk, AGT  
 Kenneth Preston, GA  
 Aunesto Quilop, AGT  
 Edward Rangel, AGT  
 Virginia Rice, SA  
 Mustafa Ridha, AGT  
 Lauri Roberts, SA  
 Marcus Rodgers, AGT

Patrick Rowe, SA  
 Jeremiah Russin, SA  
 Erica Salaman, AGT  
 Derek Sandilands, SA  
 Jerad Sassman, AGT  
 Tatum Schneidmiller, SA  
 Kelly Schoenherr, SA  
 Dewshanker Singh, SA  
 Sawyer Skaggs, AGT  
 Stuart Squires, SA  
 Karla Stewart, GA  
 Louis Thacker, SA  
 Julie Thompson, AGT  
 Johanna Tolentino, AGT  
 Nauleni Tuionetoo, AGT  
 Lee van Delft, AGT  
 Victoria Varney, SA  
 Timothy Vlosich, AGT  
 Drake Walker, AGT  
 Shane Walters, AGT  
 Heather Ward, AGT  
 Melan White, AGT  
 Alba Williams, GA  
 Jermeele Wilson, AGT  
 Ashley Winters, AGT  
 Tobitha Withereil, SA  
 Christy Young, AGT  
 Zenon Zorij, AGT

NEW  
 SGA  
 SGA



**Christine Judge**  
 Oklahoma City  
 September 3

Christine Judge, formerly an SGA in Mississippi, has returned to AIL following a brief hiatus to care for an ailing family member. She started with AIL in 2009 and spent time with the Slav Bitman Agency and the Jeremy Welch Agency. Christine, who has an MBA from East Carolina University, says her greatest strength is her passion for people and helping them achieve success. She now lives in Yukon, OK. Welcome back, Christine.

# Promotions

## REGIONAL GENERAL AGENT

Christopher Akins  
 Beau Locker  
 Britany Pariente  
 Vance Rountree  
**MASTER GENERAL AGENT**  
 Reynolds Akuamoa  
 Jeffrey Calvert  
 Pablo De La Cruz  
 Andre Hawthorne  
 Kerlens LaRose  
 Rory Olson  
 Daniel Perkins  
 LaMorris Reynolds  
 Julianne Scavo  
 William Soulier  
 Troy Williams

## Zathia Zarza

**60% GENERAL AGENT**  
 Jordan Barron  
 Vincent Meyer  
 Edwin Rosa  
 Lindsay Sanchez  
**57.5% GENERAL AGENT**  
 Victor Agurto  
 Alexander Baker  
 Jennifer Bettis  
 Joel Braggs  
 Michael Buckelew  
 Frank Cordaro  
 Jason Cox  
 Olivia Cunningham  
 Daniel Franke  
 Rodrick Hahn

## Diana Henry-McCool

Michael Kachenmeister  
 Suzette Mangol  
 Taylor Orona  
 James Pearson  
 Kenneth Preston  
 Mauri Ramirez  
 Ivan Rangel Arredondo  
 Alex Smith  
**55% SUPERVISING AGENT**  
 Sarah Acker  
 William Barker  
 Michael Bell  
 Monica Bengtson  
 Clayton Bonner  
 Calvin Bruch  
 Lindsay Clippinger

## Michael Dean

Evan Donoghue  
 Shannon Dugan  
 Jason Hall  
 Grant Husted  
 Ryan Jones  
 Shennelleh Kaine  
 Marc Kurzberg  
 Carlton Mack  
 Daniel Madera  
 Shawn Mahoney  
 Hector Matos  
 Gregory McDuffie  
 Benjamin Meiller  
 Hillary Miller  
 Christabel Ornelas  
 Erica Peay

## Alejandro Pineda

Jeramey Pitman  
 Scott Porter  
 Kyle Rauser  
 Michael Risenhoover  
 Raul Rojas  
 Patrick Rooney  
 Shana Sanders  
 Nikki Sievers  
 Scot Stelly  
 Brandy Swift  
 Whitney Taylor  
 Jonetta Turner  
 Naomi Vazquez  
 Paul White  
**52.5% SUPERVISING AGENT**  
 Akram Abdullah

## Isaac Ashley

Aaron Avery  
 Peter Bernosky  
 Marissa Black  
 Gregory Bonnes  
 Michael Bowen  
 Christopher Brown  
 Marzuwoa Brown  
 Kellen Buckman  
 Rhiannon Cheeks  
 Benjamin Cioci  
 Jeffrey D Cobb  
 Rasheda Daniel  
 Kimberly Dennison  
 Teah Dixon  
 Gerald Dodson  
 Channdara Doung

## Luz Echeverria

William Echols  
 Joel Flowers  
 Keona France  
 Teasha Fredenburg  
 Brian Fuller  
 Clifford Giger  
 Maritza Gomez  
 Scott Goodfleisch  
 Sabrina Hawkins  
 Cornelius Holder  
 Steve Jensen  
 Scott Karlechuk  
 Christopher Kavanagh  
 Kristy King  
 Michel Lavelanet  
 Johnny Ly

## Nuriyah Malik

Alex Maya  
 Jonathan Mayfield  
 Aubrey McMillan  
 Justin Sutton  
 Shirley Tadiarca  
 Carrie Thomas  
 Timothy Tzimas  
 Jessica Velazquez  
 Ann Westelin  
 Jesse Wilson  
 Stefane Wittman  
 Matthew Yealman  
 Tommy Zhrebrenko

## Austin A Smith

Howell Smith  
 Daniel Souza  
 Justin Sutton  
 Shirley Tadiarca  
 Carrie Thomas  
 Timothy Tzimas  
 Jessica Velazquez  
 Ann Westelin  
 Jesse Wilson  
 Stefane Wittman  
 Matthew Yealman  
 Tommy Zhrebrenko



# AIL-NILICO 200M SHIRT WINNERS

## 2015 AUGUST

**INDIVIDUAL PRODUCER**

Robin Gonzalez  
Seyi Adebayo  
Margarita E Aguila Campos  
Asad Ahmed  
Larry Alexander  
Toniann Allen  
Ashley Armelin  
Natalie Ball  
William Barta  
Courtney Basil  
Anthony Bentley  
Clayton Bonner  
George Bort  
Shawn Boutin  
Joshua Boyce  
Jason Bratin  
Sharon Briscoe  
Everton Brooks  
Marzuwoa Brown  
Luiz Cartagena  
Matthew Castelli  
Timothy Chandler  
Skylar Chauvin  
Mario Andres Chavez  
Rhiannon Cheeks  
Ranjana Chopra  
James Clark Jr  
Corey Clayton  
Amanda Cole  
Jonathan Collins  
Noah Courtney  
Phillip Csati  
Jeffrey Dale  
Sultan Deckard  
Thomas Dervisevic  
Angela DeVivo  
LucDo  
William Doborowicz  
Quincy Dukes  
Diana Duran-Rios  
Craig Ebinger  
Jeremy Engrav  
Kathryn Fell  
Vaikona Finau  
Matt Flores  
John Franklin  
Ivoni Fuimaono  
Raymond Fuji  
Heamasi Funaki  
Katie George

Cameron Gunter  
Eric Gyasi  
James Harding  
Steve Hartman  
Paige Hashman  
Alexa Hayward  
Devonaye Henderson  
Shelby Henderson  
Susana Herrada  
Hannah Hinkle  
Kasi Hobbs  
Kevin Ishikane  
May Javinari  
Joel Jesurun  
Jack Keiderling  
Abdel Khawatmi  
Kristy King  
Junbin Koh  
Anastasija Krstic  
Jason Kuepfer  
Irvin Lassalle  
Jorge Leon  
Lige Li  
Janelle Living  
Mireya Lopez  
Paul Love  
John Lucas  
Rochelle Lugo  
Johnny Ly  
Adriana Madrigal  
Gabriel Manzo  
Lamonica Marsh  
Ericka Martinez  
Rosalie Matthews  
Brian Melvin  
Lilly Mendiola  
Tyler Metz  
Austin Morrison  
Michael Moss  
Mary Myers  
Karah Nasif  
William Nesseth  
Rachel Njinimbam  
Stephanie Novel  
George O'Shea  
Toby Painter  
Benjamin Paish  
Jennifer Panek-Christie  
Aaron Parks

Kashief Perkins  
Mercedes Phillips  
Jeramey Pitman  
Tupou Pittams  
Kayla Plotkowski  
Ashley Rice  
Crystal Robinson  
Frank Rodriguez  
Liliana Rodriguez  
Andrew Rogers  
Mary Rojas  
Tyler Rowsey  
Eliot Rush  
Jeremiah Russin  
John Russo  
Tania Saintil  
Asner Saintima  
Rachael Santee  
David Schanuel  
Maxx Schumann  
Susan Scott  
Irvin Shaw  
Kelsey Shirley  
Susan Sims  
Gary Slocum  
Daniel Smith  
Jeffrey Spanaus  
Scot Stelly  
Richard Tabanji  
Michael Tagliaboschi  
Aloisio Takau  
Natalia Tatkowska  
Marya Thiele  
Robert Trialonas  
Michael Tribbitt  
Losalia Tupouniua  
Samiuela Vaea  
Mele Vuna  
Cornelius Wilkins  
Latrice Williams  
Frieda Yakubov

Anne Hooper  
Stephanie Lovins  
Jonathan Maxwell  
Anne Melville  
David Peebles  
Rosalind Reese  
Belinda Rickles  
April Rivera  
Andrew Siebert  
Matthew Smith  
Kevin Tomanovich  
Mondy Tongotea  
Naomi Vazquez  
Daphne Weber  
Shayla Williamson

**RGA**

Michael Gerstein  
Patrick Stenglein  
Alejandro Torruella  
Ransley Vazquez  
Timothy Wilson

**SGA**

Travis Moody

**PR REP**

Sue Akers  
Michael Cooper  
Becky Cutler  
Darrell Dorey  
George Farenthold  
Susan Gilbert  
Jeffrey Hapke  
Lisa McGee  
Pam Monetti  
John Wagner  
Al Wall

**PR MANAGER**

Chuck Hill

**GA**

Brendon Comeau  
Lamar Livingston  
Juan Olvera  
Andrzej Sertler  
Barbara Seyoum  
Latia Stanley

**MGA**

Herman Fennell  
Rodney Ward

**CONGRATULATIONS to all who qualified!**  
*Your shirt will be mailed to you shortly.*

**HERE'S HOW TO GET YOURS:**

**QUALIFICATIONS**

- Individual Producer – \$5,000 ALP in a week
- SA – 2 direct codes in a month –or– \$5,000 personal ALP in a week
- GA – 4 hierarchy codes in a month with 2 being direct codes –or– \$5,000 personal ALP in a week
- MGA – 6 Hierarchy codes/month –or– \$5,000 personal ALP in a week
- SGA – 100% of F6 Standard for the month
- PR Rep/Marketing Specialist – 2 TGs and 600 cards in a month
- PR Manager – 2 TGs for each of their respective territories in a month –or– personal production of 2 TGs and 600 cards in a month

**CONTEST DATES**

April — December, 2015

# ★ AGENT TENURE BONUS ★

2015



## NO AGENT LEFT BEHIND

**AUGUST BONUS PAYOUT: \$127,500**

**AUGUST BONUS QUALIFIERS: 177**

Jordan Albright	\$1,000	Cierra Ringberg	\$1,000	John Hargett	\$750	Amanda Cole	\$500	Javonte Mann	\$500
Kyle Alden	1,000	Rachel Rodgers	1,000	Tara Haughney	750	Rayann Collins	500	Todd McGarry	500
Fabian Aniekwensi	1,000	Elliot Rush	1,000	Seroa Hodge	750	Justin Eitel	500	Maanita Meneses	500
Alexandra Berberich	1,000	Neil Selley	1,000	Cody Hutchinson	750	Johana Fartouh	500	Matthew Miller	500
Michael Botond	1,000	Jamie Sheffield	1,000	Justin Kasper	750	Nadia Feleti	500	Tessa Monsrud	500
Christopher Brodeur	1,000	Richard Sidoti	1,000	Kyle Lenski	750	Ashley Fox	500	Catherine Nicholson	500
Colin Bryant	1,000	John Singh	1,000	Keegan Malat	750	Raymond Fuji	500	Natalie Norris	500
Christine Buchanan	1,000	Michael Tagliaboschi	1,000	Nuriyah Malik	750	Brian Fuller	500	Steven Ostroth	500
Natalie Bunce	1,000	Phillip Waisman	1,000	Benjamin Meiller	750	Maritza Gomez	500	Kadeem Parkes	500
Hayden Carroll	1,000	Deja Wilson	1,000	Elizabeth Morino	750	Pierson Grasby	500	Aaron Parsons	500
Caren Deanda	1,000	Akram Abdullah	750	Dane Harnack	750	William Nesseth	500	Mercedes Phillips	500
James DeCommer	1,000	John Adams	750	Stephen Norman	750	Rashidah Henriques	500	Jennifer Reed	500
William Doborowicz	1,000	Nicholas Ailport	750	Duane Pellegrin	750	Doyle Hood	500	Elena Riley	500
Nicholas Forrest	1,000	Marmin Alea	750	John Perry	750	Cherril Howard	500	Tania Saintil	500
Keona France	1,000	Jacquelyn Bahr	750	Samuel Robertson	750	Daniel James	500	Brittany Saucedo	500
Chalena Grisby	1,000	Natalie Ball	750	Carlene Samecken	750	Jonathan Jones	500	Ariel Sauer	500
Cameron Gunter	1,000	Robert Bilder	750	Betty Schweitzer	750	Veronica Jordan	500	Noura Shamoan	500
Ana Havea	1,000	Naylyn Booker	750	Susan Sims	750	McWayne Kahumoku	500	Michael Sherwood	500
Nathan Hunt	1,000	Drivus Boyd	750	Bennett Smith	750	Scott Karlechuk	500	Daniel Smith	500
Peter Iversen	1,000	Kamilah Brock	750	Michael Smith	750	Adam Kidikas	500	Daniel Souza	500
Raphael Jaras-Dunfey	1,000	Calvin Bruch	750	Tad Teeters	750	James Knight	500	Kelsey Stackpole	500
Shane Junger	1,000	Kristofor Chappel	750	Kelly Thompson	750	Tanya Labinowicz	500	Billy Stephenson	500
Amanda Krywy	1,000	Corey Clayton	750	Timothy Vajas	750	Jordan Lacy	500	Cierra Thompson	500
Marc Kurzberg	1,000	Jeffrey D Cobb	750	Matthew Vanderhoof	750	Joseph Laukaitis	500	Timothy Tzimas	500
Timothy Lade	1,000	Joseph Corwin	750	Ryan Weiss	750	Michel Lavelanet	500	Mele Vuna	500
Lindsay Maring	1,000	Kyle Costa	750	Michael Williamson	750	Amanda Lee	500	Cody Walters	500
Miguel Martinez	1,000	Susan Cousineau	750	Kelsie Winkler	750	Anthony Luminello	500	Kirsten Watkins	500
Darryl McDougal	1,000	Taheedah Davie	750	Jerald Wise	750	Johnny Ly	500	Arnetta Weathers	500
Martha Miller	1,000	Michael Davis	750	Christine Wood	750	Joy Manasse	500	Kimberlyn Wraygore	500
Garrett Morris	1,000	Kimberly Dennison	750	Dominic Aiello	500	Manuel Mancha	500	Pa Yang	500
Mary Myers	1,000	Celeste Duggell	750	Richard Beck	500				
Edmaggie Myrthil	1,000	Michelle Eudy	750	Anemone Bennett	500				
Nadia Najj	1,000	Kathryn Fell	750	Mark Bondi	500				
Fadi Nassar	1,000	Ricardo Flores	750	Mohammed Buksh	500				
Edward Nguyen	1,000	Joel Flowers	750	Lisa Bursleson	500				
Alicia Nieman	1,000	Philippe Godin	750	Kenneth Cato	500				
Angeleena O'Heam	1,000	Robin Gonzalez	750	Timothy Chandler	500				
Stephanie Paik	1,000	Lakisha Green	750	Alex Charalambous	500				
Cynthia Riddle	1,000	Steven Halm	750	Douglas Clarke	500				

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6

\*Qualifications and guidelines are on the ARC.



# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.  
Congratulations on your achievements.

## \$3M



### TIMOTHY CRUISE

**Robert Olson Agency**      **Qualified August 2015**  
**Contract Date 07/10/1994**      **\$3,003,156 of Net ALP**

**A few words from the \$3 Million Man himself:**  
"It has been a wild ride. Special thanks to my loving wife Monique, the Home Office, Bob Olson & Altig-Orlovic support teams. I'm a true believer in Opportunity Unlimited — ordinary people, extraordinary results. I am looking forward to helping others reach their maximum potential. If you are not living on the edge, you are taking up too much space! Keep it rockin!"



**Orett Nelson**  
Joshua Chalom Agency  
Contract Date 10/06/2006  
Qualified August 2015  
\$1,001,612 of Net ALP



**Ryan Kendl**  
Altig-Orlovic  
12th Qualification  
\$96,314 Net ALP  
83.1 Ret



**Sam Chan**  
Don Foti  
1st Qualification  
\$82,611 Net ALP  
82.0 Ret



**John Cochrane**  
Altig-Orlovic  
1st Qualification  
\$78,740 Net ALP  
87.4 Ret



**Tevita Tupouniua**  
Steve Friedlander  
1st Qualification  
\$76,125 Net ALP  
88.2 Ret



**Muhammed Ashraf**  
Theodore Pappas  
1st Qualification  
\$71,020 Net ALP  
90.2 Ret



**Amy Shui**  
Giglione-Ackerman  
6th Qualification  
\$57,907 Net ALP  
92.3 Ret



**Scott Remmey**  
Giglione-Ackerman  
11th Qualification  
\$50,976 Net ALP  
85.4 Ret

# FOUNDERS CLUB

August Qualifiers — Outstanding Producers & PR Representatives:

# OpUnlimited

for iOS and Android



The Opportunity Unlimited app is a recruiting tool for iOS and Android to be used upon completion of the Career Leadership Briefing and before the Final Interview is set.

## DOWNLOAD NOW!

To download the app on your iOS or Android phone go to the App Store or Google Play and search 'American Income Life'. The app should appear with the SHIFT logo as the icon image. Once the app has been downloaded you should be able to launch it from your phone's home screen.



Having potential recruits use OpUnlimited will help answer any lingering questions they may have about what to expect moving forward with a career in the insurance industry.

### APP FEATURES INCLUDE:

- Who is AIL/NILICO?
- What is Opportunity Unlimited?
- See What Others Are Saying
- What Comes Next?
- Final Interview Questions
- Serving Our Community
- Links to AIL Social Media websites

### ADDITIONAL INFORMATION

The OpUnlimited app shouldn't be used as a stand-alone recruiting tool. The Opportunity Unlimited app should not be downloaded by potential recruits before attending a Career Leadership Briefing in your Agency Office. Additional training on how to best use the app for recruiting purposes will be available soon.



"The new recruiting app is the next tool to help revolutionize recruiting in our company."  
**Steve Greer**  
SGA Houston, TX



"Great tool to reinforce our amazing company during the recruiting process!"  
**David Zophin**  
SGA Pompano Beach, FL



"Great info on the new app. Really helped with the transparency of our process."  
**Kyle Johnson**  
SGA Atlanta, GA



"Great tool! Easy to use, reinforces what is heard in the overview, and allows the spouse to see the big picture. Awesome!"  
**Moswen Taylor**  
SGA Indianapolis, IN



"This app answers all immediate questions, shows them our culture/team, and steers them clear of the nonsense that's out there in the blogs. Easy for anyone, anytime to download a free app."  
**Mat Hart**  
SGA Tracy, CA





# PASSION DRIVES THE GOOD STUFF!



## Susan Fuldauer

Vice President of Public Relations Field Operations

**H**OW FORTUNATE WE ARE TO BE part of an organization that provides a platform for us to follow our passion. And, in addition to being able to follow our passion, we get compensated and we are further rewarded through additional contests and challenges. All we have to do is let our passion direct our activity. The reality is that beyond the monetary compensation and trips that can be won, there is personal gratification that comes from being passionate about helping others, especially in time of greatest need.

Ours can be a difficult job when you no longer have the zen or passion for what we do. It becomes tedious, cumbersome and just plain not fun. When you are not having fun, you lose the creativity and sense of vision that should be driving your activity. Even starting your day becomes drudgery and you'll likely miss ready

opportunities because you are too distracted and focused on your negative thoughts to see what opportunity lies ahead.

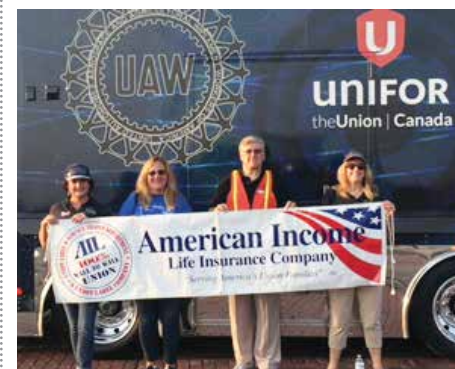
So how do you restart and reconnect with the passion that led you to become an American Incomer? Try going back to the basics, remembering what it was that got you excited about the opportunity. It's reconnecting with the "Why" in what we do. It could be that you've had some setbacks that are keeping you from seeing the impact you have with working families. Regain that passion by asking for a can of food in the next home you are in and think about how the collective efforts of 6,600 other agents collecting one can of food from each member we visit provides for families that find themselves on the outs.

For members of Team PR, think about delivering a Basket of Hope to a family in need and what that really means for that family. This company wants passionate people who think outside of personal needs and who are driven by passion to make a difference in someone else's life.

When you allow your passion to rise up and direct your activity, apathy and negative

thoughts become positive. Positive thoughts drive positive results and you'll reap the reward of those results, both in material gain and in what you'll gain from the inside out. Do more than just survive; thrive and be the best you can be by doing the most you can do. The return will reward you tenfold.

*There is no passion to be found playing small - in settling for a life that is less than the one you are capable of living — NELSON MANDELA*



Above: PR Manager Beth Farm, PR Director Michelle Baxter, PR Steve Matous, PR Vice President Susan Fuldauer at Detroit Metro AFL-CIO Labor Day March.

Update

## Closer to the Heart



Ethan Prata makes friends with Bernard.

## MIDDLETOWN, CONNECTICUT

The Philip Prata Agency had a special visitor on Monday, August 24. Bernard, our Fidelco guide dog pup, accompanied by Jenn, his trainer and Doug Nelson, Fidelco's Director of Development, spent a few hours making friends at Phil's office. Although allergic to dogs, Phil still got up close and personal with B, and they raised \$1,000 for Fidelco.



Tom Williams presents the donation check to SFA CEO Bert Thomas.

## POMPANO BEACH, FLORIDA

American Income Life, in partnership with State General Agents Tom Williams and David Zophin, donated \$10,000 to the Sarcoma Foundation of America (South Florida Chapter).

Tom Williams presented the donation to Bert Thomas, CEO of Sarcoma Foundation of America at the Agency's main office in Pompano Beach. "Dave and I chose the Sarcoma Foundation to honor the memory of my wife, Debbie, who battled chondrosarcoma for 3 years before passing away in March of 2011," said Tom. "Sarcoma is a rare cancer that doesn't have a lot of awareness yet, and the Sarcoma Foundation is bringing it to the forefront. I've been involved with the Foundation since Debbie's diagnosis in 2008," he added.

The Sarcoma Foundation of America (SFA) was founded in 2000 to advocate for sarcoma patients by funding research and increasing awareness about the disease. The organization raises money to privately fund grants for sarcoma researchers and conducts education and advocacy efforts on behalf of sarcoma patients.



## LAKE LOUISE, ALBERTA

Members of AIL's Executive Council, in Lake Louise for their Fall meeting, donated \$11,700 to Banff Mineral Springs Hospital as part of the Company's Closer to the Heart program of charitable giving.

Roger presented the donations to Shelley Buchan, Site Administrator for the hospital. "Giving back to the communities where we live, work and visit is a founding principle of our Company," he said. "Banff Mineral Springs Hospital plays a vital role providing health care and training for this area."

Banff Mineral Springs Hospital and EMS service an area which includes the entire Banff National Park plus additional areas outside park boundaries for a total of nearly 5,000 square miles. Their emergency room treats approximately 11,000 patients a year, mostly tourists injured during recreational activities. The hospital also provides training to emergency responders in their service area.



# PERSONAL RECRUITING

Unleash Your Career!

**Personal Recruiting** provides opportunity for all **Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

## AUGUST TOP PERSONAL RECRUITING AGENTS

By Incentive Structure Payout\*

August Total Payout: **\$223,219**

August Total Qualifiers: **626**



**Ofa Tupouniua**  
\$3,303  
Steve Friedlander



**Mondy Tongotea**  
\$3,010  
Steve Friedlander



**Alipate Makau**  
\$2,756  
Steve Friedlander



**Christopher Shuman**  
\$2,336  
Simon Arias



**Natalie Linker**  
\$2,324  
Bob Olson

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Ofa Tupouniua	\$3,303	Brent Bowling	\$999	Justin O'Donnell	\$681	James Gale	\$576	Marian Sertler	\$511
Mondy Tongotea	3,010	Magda Figueiredo	971	Heather Berg	679	Joshua West	576	George Kamel	509
Alipate Makau	2,756	Ariel Demesa	960	Edy Haddad	673	Hoang Nguyen	576	Christina Jauch	504
Christopher Shuman	2,336	James Cassie	959	Ryan O'Malley	672	Tiffani Tavormina	574	Kyle Butler	502
Natalie Linker	2,324	Alon Fischer	943	Christopher Lilley	671	Somprathai Sopha	570	Johan Barrientos	500
Dwight Holmes	2,279	Paul Seemann	909	Abdel Khawatmi	668	Abdel Khawatmi	567	Anemone Bennett	500
Andrzej Sertler	1,990	Amie McCracken	901	Lenard Brown	665	Jessica Wilhite	564	Precious Blackmon	500
Mary Mafi	1,945	Henry Meinberg	896	Kyle Lewicki	665	Kayla Hammond	563	Emily Brunner	500
Rita Haidinger	1,868	Nicholas Scordos	889	Michael Africh	659	Thomas Longino	561	Pawel Drozd	500
Marc Salvaggi	1,837	Jameetri Washington	878	Cyle Chapman	659	Ernest Powell	555	Elizabeth Eaves	500
Joshua Dishong	1,810	Evan Donoghue	872	Cameron Colbert	656	Elie Walker	553	Teasha Fredenburg	500
Martyna Dudapasieka	1,747	David Robinson	855	Stephanie Lovins	655	Michael May	551	Mark Hoban	500
Britton Costa	1,591	Mack Doby	852	Virakbot Oung	643	Shane Junger	548	Oliver Huerta-Gonzalez	500
Jane Swartz	1,500	David Rockway	849	Sela Havea	642	Vincent Nicastro	542	Grant Husted	500
Naomi Vazquez	1,500	Nicholas Dudukovich	847	Martin Skipper	635	Samuel Wyco	539	Taylor Jimenez	500
Juan Olvera	1,347	Kasali Kotun	833	Taylor Black	633	Lauren Parnell	532	Daniel Koontz	500
Kotoni Kava	1,328	Jesse Bogart	825	Jesse Doherty	631	Christopher Murray	532	Daniel Madera	500
Timothy Kieran	1,314	Whitney Hatter	800	Joseph Oteze	629	Josemaria Oteze	530	Hanchul Oh	500
Brian Merkel	1,292	Jarod Borynoski	783	Melissa Foy	628	Ronald Stephens	529	Charles Reid	500
Patrick Cremeans	1,284	Daphne Weber	765	Albert Serur	610	Allyson Paulhus	528	Juan Saldierna-Vera	500
Scott Wheeler	1,238	Steven Rios	752	Beverly Sibert	609	Megan Richardson	527	Ariel Sauer	500
Paul Cossier	1,180	Chad Vangils	736	Larry Finch	606	Kalolaine Maake	526	Marie Slater	500
Billy Stephenson	1,176	Claude Perry	734	Brandon Edens	606	Leah May	526	Rodgerigus Smith	500
Justin Sutton	1,141	Patrick Knouse	727	Duane Shaw	602	Alberto Alcalá	524	James Ward	500
Derek Foore	1,135	Tyler-Dewayne Wright	726	Thomas Huynh	599	Covals Douze	523		
Derek DeProspero	1,071	Ariel Maxwell	715	Kade Beck	592	Patrick Kushla	522		
Aloisio Takau	1,062	Yihao Chen	705	Jeremiah Russin	588	Jamie Cates	519		
Avi Kauderer	1,054	Robert Henderson	690	Lewis Garcia	586	Jacqueline McGrew	518		
Eva Coon	1,022	Lorena Barriere	689	Harold Durana	582	Alejandro Pineda	518		
Victor Agurto	1,002	Orby Kelley	686	Nsilo Reynolds	581	Laketa Foy	514		
Robert Locke	1,001	Laaina Havea	682	James Keefer	579	Clarissa Parker	513		

## YTD TOP 25 PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

YTD Total Personal Recruiting Agents: **1,311**

Total Personal Recruits: **2,216**

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
John Nieves	19	Ofa Tupouniua	10	Christopher Shuman	9	Marvin Fox	7	Andrzej Sertler	7
Rita Haidinger	16	Ransay Vazquez	10	Tiffany Babin	8	Eugene Garcia	7	Ileana Tatafu	7
Patrick Cremeans	12	Monica Brown	9	Natalie Linker	8	Timothy Kieran	7		
Britton Costa	10	Bobby Gujral	9	Thomas Longino	8	Joseph Quattrochi	7		
Janet Ramirez	10	Alipate Makau	9	Mack Doby	7	Marc Salvaggi	7		

## AUGUST TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

Total Personal Recruiting Agents: **362**

Total Personal Recruits: **397**



**Martyna Dudapasieka**  
4 Recruits  
Sabrina Lloyd



**Andrzej Sertler**  
3 Recruits  
Sabrina Lloyd



**Jane Swartz**  
3 Recruits  
Sabrina Lloyd



**Naomi Vazquez**  
3 Recruits  
Bob Olson



**David Rockway**  
3 Recruits  
Bob Olson

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Martyna Dudapasieka	4	Lenard Brown	2	Nicholas Dudukovich	2	Alipate Makau	2	Aloisio Takau	2
Andrzej Sertler	3	Emily Brunner	2	Edy Haddad	2	Brian Merkel	2	Tiffani Tavormina	2
Jane Swartz	3	Jamie Cates	2	Rita Haidinger	2	David Robinson	2	Mondy Tongotea	2
Naomi Vazquez	3	Yihao Chen	2	Kayla Hammond	2	Juan Saldierna-Vera	2	Jameetri Washington	2
David Rockway	3	Eva Coon	2	Sela Havea	2	Ariel Sauer	2	Scott Wheeler	2
Anemone Bennett	2	Patrick Cremeans	2	Oliver Huerta-Gonzalez	2	Martin Skipper	2		

\* Top Personal Recruiting Agents listed earned at least \$500  
 ▼ Top Personal Recruiting Agents listed have at least 2 Personal Recruits  
 ● Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

## LEAGUE OF CHAMPIONS

MEMBERS

— By Number of Eligible Personal Recruits

★ <b>Rita Haidinger</b> Silver 11 Recruits Christopher Hernandez	★ <b>Oliver Huerta-Gonzalez</b> Silver 10 Recruits Sabrina Lloyd	★ <b>Alipate Makau</b> Silver 10 Recruits Steve Friedlander	★ <b>Marc Salvaggi</b> Silver 10 Recruits Surace-Smith	★ <b>Victor Agurto</b> Bronze 5 Recruits Giglione-Ackerman	★ <b>Rasaki Are</b> Bronze 5 Recruits Giglione-Ackerman
★ <b>Kade Beck</b> Bronze 5 Recruits Joseph Diecedue	★ <b>Martyna Dudapasieka</b> Bronze 5 Recruits Sabrina Lloyd	★ <b>Harold Durana</b> Bronze 5 Recruits Donald Foti	★ <b>Abdelkader Khawatmi</b> Bronze 5 Recruits Giglione-Ackerman	★ <b>Nicholas Lorence</b> Bronze 5 Recruits Altig-Orlovic	★ <b>David Robinson</b> Bronze 5 Recruits Jeremy Welch
★ <b>Justin Sutton</b> Bronze 5 Recruits Steve Greer	★ <b>Mondy Tongotea</b> Bronze 5 Recruits Steve Friedlander	★ <b>Ho Tran</b> Bronze 5 Recruits Altig-Orlovic	★ <b>Scott Wheeler</b> Bronze 5 Recruits Imran Satti		

\*A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



# CODES

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mondy Tongotea	6	Steve Friedlander	Andrew Siebert	3	Surace-Smith	Christopher Shuman	2	Simon Arias	Kelsey Roth	2	Sabrina Lloyd
Janet Ramirez	6	Sabrina Lloyd	Avalon McLeod	3	Williams-Zophin	Mitzzy Gonzalez	2	Jose Carvajal	John Silva	2	Sabrina Lloyd
Jonathan Black	5	Giglione-Ackerman	Jaspal Batth	2	Altig-Orlovic	Michael Hinojosa	2	Jose Carvajal	Elizabeth Tompkins	2	Durhon Oldham
Martyna Dudapasiaka	5	Sabrina Lloyd	Kyle Butler	2	Altig-Orlovic	April Rivera	2	Jose Carvajal	Carrie Hammer	2	Bob Olson
Jeffrey Gilliana	5	Sabrina Lloyd	Connor Heinrichs	2	Altig-Orlovic	Anne Hooper	2	Richard Correa	Naomi Vazquez	2	Bob Olson
Joseph Luminiello	4	Sabrina Lloyd	Winston Hills	2	Altig-Orlovic	Jeramey Pitman	2	Richard Correa	Jesse Bachrach	2	Theodore Pappas
Edward Crocker	4	Imran Satti	Stephanie Lovins	2	Altig-Orlovic	Derren Chapman	2	James Cunningham	Rubin Chaimov	2	Theodore Pappas
Justin Whittington	3	Simon Arias	Rosalind Reese	2	Altig-Orlovic	Shayla Williamson	2	James Cunningham	Belinda Rickles	2	Theodore Pappas
Alipate Makaui	3	Steve Friedlander	Jose Rubio	2	Altig-Orlovic	Cristina Fox	2	Giglione-Ackerman	Dawid Liniewski	2	Philip Prata
Anne Melville	3	Steve Friedlander	Brenna Schmidt	2	Altig-Orlovic	Michael Licata	2	Giglione-Ackerman	Dustin Holtz	2	Surace-Smith
Steve Bryant	3	Steve Greer	Matthew E Smith	2	Altig-Orlovic	Michelle Seaman	2	Giglione-Ackerman	Daniel Juskiw	2	Surace-Smith
Daphne Weber	3	Steve Greer	David Stingl	2	Altig-Orlovic	Billy Stephenson	2	Steve Greer	Paul Smith	2	Surace-Smith
David Peebles	3	Zachary Hart	Kevin Tomanovich	2	Altig-Orlovic	Justin Sutton	2	Steve Greer	Boris Mendes	2	Williams-Zophin
Courtney Kitzman	3	Sabrina Lloyd	Jeffrey Witherall	2	Altig-Orlovic	Mickey Adkins	2	Zachary Hart	Louis Thacker	2	Williams-Zophin
Jeremy Schroeder	3	Sabrina Lloyd	Reesa David	2	Simon Arias	Jonathan Maxwell	2	Chris Hernandez			
Emilia Eich	3	Bob Olson	Aaron Haynes	2	Simon Arias	Jasmin Gallaga	2	Sabrina Lloyd			
Joshua Miller	3	Surace-Smith	Matthew Obringer	2	Simon Arias	Adrian Ortiz	2	Sabrina Lloyd			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Stephen Giddens	10	Steve Greer	Anthony Theriault	4	Surace-Smith	Kaylee Kielczewski	2	Altig-Orlovic	Gregory Graham	2	David Hausman
Taylor Black	8	Giglione-Ackerman	Kasali Kotun	4	Williams-Zophin	Jonathan Kinnard	2	Altig-Orlovic	Michelle Martinez Aviles	2	Matt Henderson
Duane Shaw	8	Sabrina Lloyd	Kevin Ishikane	3	Altig-Orlovic	Junbin Koh	2	Altig-Orlovic	Michael Coulthard	2	Chris Hernandez
Richmond Gerrish	7	Laura Fisher	Timothy Bugge	3	Simon Arias	Ashley Ruhl	2	Altig-Orlovic	Peter Kwiatkowski	2	Chris Hernandez
Robert Schneiderman	7	Sabrina Lloyd	Matthew Cessna	3	Simon Arias	Steven Sindair	2	Altig-Orlovic	Brandon Mogel	2	Chris Hernandez
Andrzej Sertler	7	Sabrina Lloyd	James DePetro	3	Simon Arias	Christopher Walsh	2	Altig-Orlovic	Corey Moore	2	Chris Hernandez
Joshua Krueger	6	Richard Correa	Brittini Kwiecien	3	Simon Arias	Lara Wyatt	2	Altig-Orlovic	Ryan Tomajcik	2	Chris Hernandez
Jason Lee	6	Sabrina Lloyd	Sharon Barnes	3	Slav Bitman	Jonathan Boyd	2	Simon Arias	Kasecy Williamson	2	Chris Hernandez
Steven Rios	6	Sabrina Lloyd	Lalitha Janardhanan	3	Slav Bitman	Erica Fitzsimmons	2	Simon Arias	Nathan Doyle	2	Chris La Fond
Veronica Carrion	6	Bob Olson	Phillip Goodwin	3	Jose Carvajal	Brian Gilmore	2	Simon Arias	Jacob Bush	2	Travis Moody
Jason Cox	5	Altig-Orlovic	Dara Jean-Pierre	3	Samantha Chui	Brian Gilmore	2	Simon Arias	Kaytlyn McKay	2	Corey Neff
Barbara Seyoum	5	Samantha Chui	Delmy Diaz-Cervantes	3	Cohen-Cohen	Heather Miller	2	Simon Arias	Sierra Healy	2	Dorian Oldham
Jason Green	5	Zachary Hart	Joshua Goodman	3	Richard Correa	Tyler Worstell	2	Simon Arias	Jodi Raymond	2	Durhon Oldham
Lamar Livingston	5	Zachary Hart	Alma Lozano	3	Richard Correa	Menno Glick	2	Souley Bah	Kyle Schimizzi	2	Durhon Oldham
Rohan Smith	5	David Hausman	Angela Landry	3	Joseph Diecedue	Heather Berg	2	Eric Cochran	Pamela Randle	2	Bob Olson
Asiguy Haugabook	5	Kyle Johnson	Haydee Burrola	3	Desi Dimitrova	Hyunchul Chung	2	Cohen-Cohen	Justin Diaz	2	Theodore Pappas
Chelsie Otto	5	Sabrina Lloyd	Edwin Rosa	3	Laura Fisher	Mchel Helgeson	2	Cohen-Cohen	Shahab Mahdavinejad	2	Theodore Pappas
Brendon Comeau	5	Imran Satti	Michael Russo	3	Laura Fisher	Mauri Ramirez	2	Cohen-Cohen	Sean Hansen	2	Philip Prata
Kierra Goodwin	4	Simon Arias	Scott Montgomery	3	Don Foti	Kimberle Spooner	2	Richard Correa	Seneca Birchmore	2	Scott Rehberg
Ariana Jones	4	Simon Arias	Laaaina Havea	3	Steve Friedlander	Michael Joseph	2	James Cunningham	Taylor Orona	2	Roland-Wrobel
Phillip McElfresh	4	Simon Arias	Adem Abdula	3	Giglione-Ackerman	Vinedia Moore	2	James Cunningham	Katelyn Anderson	2	Imran Satti
Latia Stanley	4	Simon Arias	Patricia Cicerale	3	Giglione-Ackerman	Melissa Quintal	2	Joseph Diecedue	Ryan O'Malley	2	Imran Satti
Laura Frew	4	Laura Fisher	Christine DiSanto	3	Giglione-Ackerman	Kelvin Fernandez	2	Laura Fisher	Brent Bowling	2	Surace-Smith
Pauline Cresswell	4	Steve Friedlander	John McDougald	3	Giglione-Ackerman	Rita Charles	2	Steve Friedlander	Robert Drake	2	Surace-Smith
Mele Makaui	4	Steve Friedlander	Micah Focken	3	Zachary Hart	Ruben Santillana	2	Steve Friedlander	Tiffney Harmouche	2	Surace-Smith
Andre McCallum	4	Zachary Hart	DeAnthony Hartman	3	Zachary Hart	Victor Agurto	2	Giglione-Ackerman	Michael Kachenmeister	2	Surace-Smith
Juan Olvera	4	Stephen Jubrey	Robert Nolan	3	Zachary Hart	Michael Joseph	2	James Cunningham	Alexander Spooner	2	Surace-Smith
Sandra Sandoval	4	Sabrina Lloyd	Michael Stuver	3	Zachary Hart	Vinedia Moore	2	James Cunningham	Justin Barker	2	Brian Traboulay
Susan Scott	4	Bob Olson	Omar Sanchez	3	Bob Olson	Daniel Franke	2	Giglione-Ackerman	Marcus Moody	2	Jamison Weatherspoon
Abdelaziz Farsakh	4	Theodore Pappas	Shalom Chaimov	3	Theodore Pappas	Dominic Telymonde	2	Giglione-Ackerman	Sonia Tyner	2	Jamison Weatherspoon
Christopher Murray	4	Theodore Pappas	Somprathai Sopha	3	Roland-Wrobel	Slavita Hut	2	Steve Greer	Sonia Tyner	2	Jeremy Welch
George Taramas	4	Theodore Pappas	Bryan Juskiw	3	Surace-Smith	Arthur Menina	2	Steve Greer	Jordon Barron	2	Jeremy Welch
Matthew Bell	4	Philip Prata	Eric Thompson	3	Surace-Smith	Patrick Guthrie	2	Mathew Hart	Pedro Santos	2	Williams-Zophin
Maxx Schumann	4	Roland-Wrobel	Tiffani Tavormina	3	Jamison Weatherspoon	Kyle Lewicki	2	Mathew Hart			
Holly Lacey	4	Imran Satti	James Cassie	3	Williams-Zophin	Timothy Watson	2	Mathew Hart			
Austin W Smith	4	Surace-Smith	Pedro Vazquez Armenteros	3	Williams-Zophin	Aaron Dupras	2	Zachary Hart			
						Darcy Schriber	2	Zachary Hart			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Zach Otto	19	Sabrina Lloyd	Steven King	5	Zachary Hart	Scott Wheeler	4	Imran Satti	Alta Herpel	3	Chris Hernandez
Marian Sertler	18	Sabrina Lloyd	Shorne Brown	5	David Hausman	Brandon Teter	4	Jamison Weatherspoon	John Sparby	3	Chris Hernandez
Robert Richman	11	Roland-Wrobel	London Nelson	5	Kyle Johnson	Jessica Wilhite	4	Jamison Weatherspoon	Jimmy Tchen	3	Corey Neff
Moli Kaufusi	10	Steve Friedlander	Alex Torruella	5	Sabrina Lloyd	Adeyemi Akinade	4	Williams-Zophin	Robert Smith	3	Durhon Oldham
Ryan Giddens	10	Steve Greer	Nicholas Moore	5	Durhon Oldham	Christopher Hintz	3	Altig-Orlovic	David Wang	3	Bob Olson
Ransey Vazquez	10	Bob Olson	Sheila Downey	5	Bob Olson	Joshua Olin	3	Altig-Orlovic	Nasr Quadri	3	Theodore Pappas
Ryan K Hall	9	Laura Fisher	Kevin Holtz	5	Surace-Smith	Tina Phongsavath	3	Altig-Orlovic	Nikolas Moreschi	3	Philip Prata
Joshua Dishong	9	Zachary Hart	Matthew Parks	5	Surace-Smith	Levi Porto	3	Altig-Orlovic	Grant Myers	3	Ray Risucci
Robert Kanaan	9	Imran Satti	Justin Adams	4	Simon Arias	Patrick Stenglein	3	Altig-Orlovic	David Guzman	3	Surace-Smith
Michael Musso	9	Williams-Zophin	Jason Bratin	4	Simon Arias	Sara Vaz	3	Altig-Orlovic	Nicholas Scordos	3	Surace-Smith
Patrick Knouse	8	Slav Bitman	Eric Ebbitt	4	Simon Arias	John Conard	3	Simon Arias	Ryan Bisanz	3	Brian Traboulay
Herman Fennell	8	Samantha Chui	Jesse Rennich	4	Simon Arias	Pablo De La Cruz	3	Jose Carvajal	Charley Forshee	3	Jeremy Welch
Ofa Tupouniua	8	Steve Friedlander	Antonio Reyes	4	Simon Arias	Antonio Ramirez	3	Jose Carvajal	Henry Ingraham	3	Williams-Zophin
Morgan Lobello	8	Giglione-Ackerman	Lorena Barriere	4	Cohen-Cohen	Jinelly Urena	3	Jose Carvajal	Jean Joseph	3	Williams-Zophin
Matthew Turnquist	7	Richard Correa	Amber Dregalla	4	Richard Correa	Stephen Jeung	3	Cohen-Cohen			
Christina Meyer	7	Sabrina Lloyd	Andrew McQuade	4	Richard Correa	John Nieves	3	Richard Correa			
Cynthia Schneiderman	7	Sabrina Lloyd	Andre Hawthorne	4	Laura Fisher	Mark Kukielski	3	Nigel Crowe			
Patrick Bendure	7	Surace-Smith	Brian Zuzick	4	Laura Fisher	Todd Glazer	3	Joseph Diecedue			
Noel Rose	7	Williams-Zophin	Anita Ferris	4	Steve Friedlander	Gevorg Yanukyanyan	3	Desi Dimitrova			
Jonni Ng	6	Altig-Orlovic	Stephen Hill	4	Steve Friedlander	Gabriela Sime	3	Laura Fisher			
Michael Gerstein	6	Giglione-Ackerman	Richard Dyer	4	Mathew Hart	Harold Durana	3	Don Foti			
Rodney Ward	6	Zachary Hart	Cara DeFiore	4	Chris Hernandez	Sharif Grays	3	Cindy Furer			
Bobby Swaja	6	Theodore Pappas	Jesse Spencer	4	Stephen Jubrey	Mark Dombrowski	3	Giglione-Ackerman			
Timothy Wilson	6	Philip Prata	Mathew Mealey	4	Travis Moody	Craig Ebinger	3	Giglione-Ackerman			
Matthew Conrad	6	Surace-Smith	Andre Bent	4	Bob Olson	Magda Figueiredo	3	Giglione-Ackerman			
Michael Clemente	5	Simon Arias	Alon Fischer	4	Theodore Pappas	Corey Helly	3	Giglione-Ackerman			
Britton Costa	5	Simon Arias	Mohammed Moalawi	4	Theodore Pappas	Jack Keiderling	3	Giglione-Ackerman			
Albert Serur	5	Simon Arias	Levar Morgan	4	Theodore Pappas	Jameetri Washington	3	Steve Greer			
Ryan Fickert	5	Zachary Hart	Syed Quadri	4	Theodore Pappas	Heath Bailey	3	Mathew Hart			
David Hefflin	5	Zachary Hart	Michael Denton	4	Ray Risucci	Alexandra Graham	3	David Hausman			

## RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	46	Sabrina Lloyd	Matthew Diulus	18	Simon Arias	Corey Helly	18	Giglione-Ackerman
Paul Kelly	22	Steve Friedlander	Thomas Vena	18	Simon Arias			

**CODE** – \$1,200 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two codes during the month  
**MGA** – at least three codes during the month  
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.



# RECRUITING AND RACING



**Bo Gentile**

Vice President  
of Recruiting

**YOU ARE ONLY AS STRONG AS THE** team or equipment you utilize during the race.

You hear it all the time at the end of a long race: the driver is interviewed and the first thing he does is deflect the success of the day to the owner (manager or SGA), sponsors (personal recruits), employees back at the shop (the day-to-day systems, RMS), and finally, his family. Winners are happy to tell us just how lucky they are to be surrounded by a great TEAM and great EQUIPMENT that helped achieve the win.

As I watch this happen almost every Saturday night at the local dirt track, and then on Sunday with the NASCAR and Indy drivers, it reminds me of each of you and the goal of making it to the winners circle of recruiting. I want to review the TEAM and EQUIPMENT at your disposal and invite you to reflect on your recruiting race to see if you are maximizing all of them.

## SGA OR MANAGEMENT TEAM

Are you sitting down with your team on a weekly basis to review the data from previous weeks to see areas of opportunity to win at recruiting? Examples of the data I'm referring to might be the percentage of people going from first interview to the group; the number of people showing for the finals, but who ultimately don't sign up. These are areas of opportunity that can be improved without increasing the cost of recruiting. Taking time to review these areas can be a huge momentum builder before the next "race/recruiting week."

## PERSONAL RECRUITING SYSTEMS

I know using the word "sponsor" here can be a little touchy, however, in the most successful race teams, the sponsors play the biggest role. This parallels how personal recruit-

ing impacts careers at AIL-NILICO. Think about some of the most successful "race teams/SGAs" in the history of the Company and how having great "sponsors/personal recruits" sets them apart from the rest. The speed at which they were able to get from being rookie SGAs to top SGAs was directly linked to the pace and strength of their personal recruiting systems. Rick Altig and Ilija Orlovic, Jim Surace and Marcus Smith, Simon Arias, and Tom Williams and Dave Zophin, have taken personal recruiting to the next level.

As your personal recruiting systems have success, so will your Agency. In racing, as the sponsors help with money, the race team does better, and so it is in your Agency.

Here are some areas to make sure you are maximizing the personal recruiting efforts in your agency:

1. Recognize your top personal recruiters in the agency meeting.
2. Promote the financial benefits.
3. Have top personal recruiters present their technique to the other agents.
4. Promote the League of Champions in your agency so recruiters are not only getting the bonus money when personal recruits code and the 5% incentive, they can also qualify for prizes at different levels.

## CONSISTENT RECRUITING SYSTEMS

This is the foundation of success at ALL-NILICO over the years. It's the CORE recruiting process that makes sure that week in and week out your agencies and your management teams as well as your own recruiting systems have the baseline to make sure it never stops. Recruiting is to the successful agency as the engine is to the car. Everything in racing starts with the engine and at AIL-NILICO, everything starts with recruiting.

This year's *SHIFT* theme has been one of the most enjoyable for me on a personal level because of my passion for racing. Being able to tie it to recruiting has been fun and exciting. The results we have achieved so far this year are due to making sure that the TEAMS and EQUIPMENT are 100% working together.

See you at the Finish Line — \$200 Million in 2015!



# LEAGUE OF CHAMPIONS



### BRONZE QUALIFICATION

5 Eligible Personal Recruits\*  
League of Champions Plaque



### SILVER QUALIFICATION

10 Eligible Personal Recruits\*  
League of Champions Pen & Portfolio Set



### GOLD QUALIFICATION

15 Eligible Personal Recruits\*  
League of Champions Gold Ring



### PLATINUM QUALIFICATION

25 Eligible Personal Recruits\*  
3 day/2 night All-Inclusive Resort Trip for 2

\*A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

# FRIENDS & FAMILY

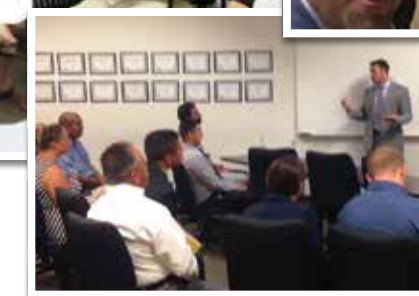
## PERSONAL RECRUITING EVENTS

“For our first event I couldn't have been happier with the results. The relaxed social atmosphere really gave the event a different feel. Looking forward to the next one!” — **Steve Greer**



“We are like one big family at the Traboulay agency, so it was great to meet our future relatives and share our amazing career opportunity. It was a great way to get everyone engaged and involved and get the personal recruiting ball rolling. You can literally double your agency growth overnight if you do it the right way.” — **Brian Traboulay**

“Friends and family is a great way to share the opportunity and have fun doing so. Looking forward to our next event!” — **Cindy Furer**

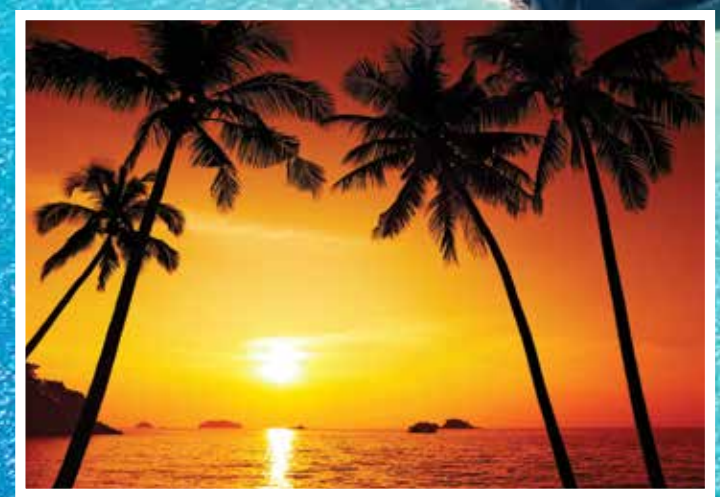




# Hawaii

## Six Month Contest

Contest Period is October 1, 2015 - March 31, 2016  
Grand Hyatt Kauai Resort & Spa — Island of Kauai  
Hawaii trip is September 18 - 25, 2016



Full Qualifications: [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx) Hotel Details: [www.kauai.hyatt.com](http://www.kauai.hyatt.com)



### Personal Producers

- Top 15 personal producers (including personally producing managers) based on Net ALP
- Must have a minimum of \$36K production

### Managers

- The winner in each competition category:
- SAs and GAs combined (4) — Net ALP of direct codes during contest period
  - MGAs (3) and RGAs (1) — Top Net ALP production of hierarchy codes during contest period

### SGAs

- The top SGA(s) in each competition category for a total of 5:
- Category 1-2 combined (2); Category 3-4 combined (1); Category 5-6 combined (1); Category 7-8 combined (1) — Based on highest % of Net ALP growth over six months (4th Quarter 2014 and 1st Quarter 2015) of agents coded in that timeframe
  - To qualify, must have minimum 10% growth

*Note: All winners must meet company 4-month retention or net to gross requirements in order to be eligible.*

### Public Relations

- Top PR rep in each competition category:
- Top number of cards generated during contest period
  - Category I and II combined — minimum 11,000 cards generated
  - Category III and IV combined — minimum 9,000 cards generated
  - To qualify, must have at least 30% original cards

- PR Manager:
- Highest % growth over six months (4th Quarter 2014 and 1st Quarter 2015)
  - To qualify, must have minimum card growth of 10,000 with at least 30% original cards

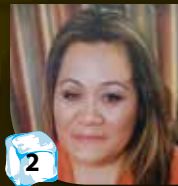
*Note: Contractual minimums apply at all levels of qualification and will be part of all formal announcements.*







**1**  
ABDEL ALKURDI  
LOMBARD, IL



**2**  
IVONI FUIMAONO  
AUCKLAND, NZ



**3**  
RYAN KENDL  
SANTA ROSA, CA



**4**  
KATIE MASSART  
COCHRANE, AB



**5**  
ASNER SAINTIMA  
BURLINGTON, MA



**6**  
MOHAMMED BUKSH  
EDMONTON, AB



**7**  
PAUL SMITH  
COLUMBUS, OH



**8**  
SCOTT FLORIN  
TROY, MI



**9**  
ANTHONY SAVA  
CLEVELAND, OH



**10**  
ROBERT BILDER  
PITTSBURGH, PA



**11**  
JOACHIM JEAN  
BURLINGTON, MA



**12**  
EDILL COBOS  
SCHAUMBURG, IL



**13**  
TUPOU PITTAMS  
AUCKLAND, NZ



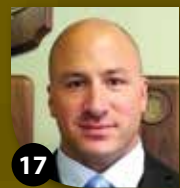
**14**  
ROGHIE HASSAN LOO  
TORONTO, ON



**15**  
SAM CHAN  
CONCORD, CA



**16**  
MUHAMMED ASHRAF  
FLUSHING, NY



**17**  
JAMES KEEFER  
PITTSBURGH, PA



**18**  
SAWYER SKAGGS  
PITTSBURGH, PA



**19**  
DUSTIN DUNBAR  
SIOUX FALLS, SD



**20**  
ALOISIO TAKAU  
AUCKLAND, NZ

## ICEBREAKERS



**KELSEY SHIRLEY**  
PITTSBURGH, PA



**LARRY ALEXANDER**  
PITTSBURGH, PA



**SAMIUELA VAEA**  
AUCKLAND, NZ

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## AUGUST PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
1	Abdel Alkurdi	\$52,354	81	David Wang	Bob Olson
2	Ivoni Fuimaono	41,763	100	Ofa Tupouniua	Steve Friedlander
3	Ryan Kendl	41,039		83.1 Nicholas Lorence	Altig-Orlovic
4	Katie Massart	28,988		90.4 John McGrath	Altig-Orlovic
5	Asner Saintima	28,450	95	Ryan K Hall	Laura Fisher
6	Mohammed Buksh	27,259	93	Christopher Hintz	Altig-Orlovic
7	Paul Smith	26,880		82.2 Patrick Bendure	Surace-Smith
8	Scott Florin	26,776		89.5	Zachary Hart
9	Anthony Sava	25,990		85.6 Bradley Weigand	Surace-Smith
10	Robert Bilder	25,644	93	Britton Costa	Simon Arias
11	Joachim Jean	25,151		82.8 Ryan K Hall	Laura Fisher
12	Edill Cobos	24,808	96	Marian Sertler	Sabrina Lloyd
13	Tupou Pittams	24,360	100	Ofa Tupouniua	Steve Friedlander
14	Roghie Hassan Loo	24,166		75.5	Josh Chalom
15	Sam Chan	23,526		82.0 Paul Samra	Don Foti
16	Muhammed Ashraf	22,495		90.2 Muhammed Ashraf	Theodore Pappas
17	James Keefer	21,465		88.5 Thomas Vena	Simon Arias
18	Sawyer Skaggs	21,429		84.2 Matthew Diulus	Simon Arias
19	Dustin Dunbar	21,210		92.5	Altig-Orlovic
20	Aloisio Takau	21,135	100	Moli Kaufusi	Steve Friedlander
21	Kelsey Shirley	20,688	100	Gregory Vansuch	Simon Arias
22	Michael Mallia	20,516		85.3 Alon Fischer	Theodore Pappas
23	Ronald Rivera	20,440		89.6	Cohen-Cohen
24	Matthew Cessna	19,910		80.9 Justin Adams	Simon Arias
25	Bruce Tan	19,334		86.8 Jonathan Emura	Altig-Orlovic
26	Larry Alexander	19,007	100	Britton Costa	Simon Arias
27	Liliana Rodriguez	18,879	99	Angelique Lavaly	Don Foti
28	Jordon Graham	18,794		76.3 Zach Otto	Sabrina Lloyd
29	Tad Teeters	18,769	95	Marc Salvaggi	Surace-Smith
30	Nicholas Scordos	18,674		85.3 Nicholas Scordos	Surace-Smith
31	Jason Bratin	18,495	99	Jason Bratin	Simon Arias
32	Tina Nelson	18,434		84.7	Chad Panzer
33	William Parmeter	18,342		75.2 Hal Herman	Durhon Oldham
34	Igor Melcharek	18,228		87.9 Jonathan Maust	Altig-Orlovic
35	Mark Lomonaco	18,168		81.3 Richard Mansfield	Altig-Orlovic
36	Johnny Ly	18,110	97	Corey Helly	Giglione-Ackerman
37	Samiuela Vaea	18,053	100	Ofa Tupouniua	Steve Friedlander
38	Douglas Clarke	18,027	95	Joshua Jackson	Joseph Diecedue
39	Tyler Metz	17,838	91	Jesse Rennich	Simon Arias
40	Man Luc	17,769		75.2 Mark Hileman	Desi Dimitrova
41	Losalia Tupouniua	17,641	100	Ofa Tupouniua	Steve Friedlander
42	Benjamin Paish	17,471	100	John McGrath	Altig-Orlovic
43	Kaleiokamaile Viena	17,373		90.5 Jonathan Emura	Altig-Orlovic
44	Susan Bedrossian	17,267		76.2	Cisco Perez
45	Ruben Soberanes	17,256		71.5 Doreen Ryan-Foti	Don Foti
46	Tania Saintil	16,994	98	Henry Ingraham	Williams-Zophin
47	Jon Golin	16,966		86.8 Atta Saleh	Theodore Pappas
48	Steven Stensrud	16,867		76.4 John McGrath	Altig-Orlovic
49	Andrew M Bishop	16,757		74.5 Nicholas Lorence	Altig-Orlovic
50	Bryan Juskiw	16,728		84.9 David Guzman	Surace-Smith

ALL TIME RECORD: MARK NELSON \$159,402 Net ALP

## YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
* 1	Abdel Alkurdi	\$248,696	81	David Wang	Bob Olson
* 2	Paul Smith	196,224		82.2 Patrick Bendure	Surace-Smith
* 3	Michael van Delft	174,428		89.7 Michael van Delft	Imran Satti
* 4	Thomas King	171,385		97.7 Darrell Asbell	Altig-Orlovic
* 5	Roghie Hassan Loo	167,198		75.5	Josh Chalom
* 6	Joshua Dishong	166,727		70.5 Joshua Dishong	Zachary Hart
* 7	Joey Kennedy	159,737		80.4 AshLynn Orng	Altig-Orlovic
* 8	James Keefer	158,508		88.5 Thomas Vena	Simon Arias
* 9	Alvin Ali	153,913		73.8 Harold Durana	Don Foti
* 10	Katie Massart	152,502		90.4 John McGrath	Altig-Orlovic
11	Dustin Dunbar	148,541		92.5	Altig-Orlovic
12	Joachim Jean	148,111		82.8 Ryan K Hall	Laura Fisher
13	Max Quasem	147,844		87.6	Cohen-Cohen
14	Joseph Sarasin	140,597		86.1 Patrick Bendure	Surace-Smith
15	Mark Lomonaco	140,382		81.3 Richard Mansfield	Altig-Orlovic
16	Van Ortega	138,579		80.4 Rafi Nawabi	Altig-Orlovic
17	Lily Sakai	134,281		91.9	Cohen-Cohen
18	Ronald Rivera	128,481		89.6	Cohen-Cohen
19	Bruce Tan	125,965		86.8 Jonathan Emura	Altig-Orlovic
20	Ruben Soberanes	124,353		71.5 Doreen Ryan-Foti	Don Foti
21	Gary Gooden	123,261		82.3 Brandon Teter	Jamison Weatherspoon
22	Sam Chan	122,251		82.0 Paul Samra	Don Foti
23	Kaleiokamaile Viena	121,818		90.5 Jonathan Emura	Altig-Orlovic
24	Jesusdieu Portilus	118,478		84.7 Fritznel Octave	Williams-Zophin
25	Erez Shabtay	117,715		90.7 Nicole Sanders	Steve Greer
26	Lesina Ah Sue	117,535		80.8 Stephen Hill	Steve Friedlander
27	Kalen Dugan	116,577	86	Angelique Lavaly	Don Foti
28	Daniel Toshner	116,127		76.4 Joshua Olin	Altig-Orlovic
29	Ryan Kendl	116,057		83.1 Nicholas Lorence	Altig-Orlovic
30	Mack Hanna	113,811	91	Patrick Bendure	Surace-Smith
31	Daniel Li	112,572		83.3 Patrick Stenglein	Altig-Orlovic
32	Matthew Cessna	112,168		80.9 Justin Adams	Simon Arias
33	Alan Sedaghat	112,057		84.2 Bobby Gujral	Altig-Orlovic
34	Mike Sukhbaatar	110,908		90.0	Daniel Umbertone
35	William Parmeter	109,805		75.2 Hal Herman	Durhon Oldham
36	Shalom Chaimov	109,216		83.2 Syed Quadri	Theodore Pappas
37	Jonni Ng	108,412		86.2 Hunter Houvener	Altig-Orlovic
38	Cynthia Sittig	108,242		89.0 Charles Ferrari	Simon Arias
39	Scott Florin	108,119		89.5	Zachary Hart
40	Jonathan Emura	108,083		89.8	Altig-Orlovic
41	Orett Nelson	106,574		83.2	Josh Chalom
42	Benjamin Ainscough	105,776		86.6 Bobby Gujral	Altig-Orlovic
43	Dustin Edgell	104,436		87.0 Steven King	Zachary Hart
44	Avalon McLeod	102,527	84	Noel Rose	Williams-Zophin
45	Tina Nelson	102,276		84.7	Chad Panzer
46	Cathleen Hairston	100,140		94.1 Mark Beckford	Slav Bitman
47	Muhammed Ashraf	100,098		90.2 Muhammed Ashraf	Theodore Pappas
48	John Cochrane	99,252		87.4 Brandon Summerton	Altig-Orlovic
49	Joey Sales	98,740		82.3 Jonathan Emura	Altig-Orlovic
50	Amy Shui	97,859		92.3	Giglione-Ackerman

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP





## AUGUST PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mondy Tongotea	\$69,663	\$75,183	100	Moli Kaufusi	Steve Friedlander
2	Joseph McCallister	65,676	69,682	88	Britton Costa	Simon Arias
3	Derek Foore	63,150	67,163	89	Marc Salvaggi	Surace-Smith
4	Alipate Makaui	58,435	59,128	97	Moli Kaufusi	Steve Friedlander
5	Martyna Dudapasieka	52,548	52,548	91	Marian Sertler	Sabrina Lloyd
6	Deonte Jones	47,978	52,972	93	Ryan Fickert	Zachary Hart
7	Jenna Grula	43,191	42,562	82.6	Matthew Diulus	Simon Arias
8	Christopher Shuman	42,591	41,634	82	Jesse Rennich	Simon Arias
9	Jonathan Black	39,517	48,144	100	Morgan Lobello	Giglione-Ackerman
10	Steve Bryant	39,089	51,322	77.2	Ryan Giddens	Steve Greer
11	Jamie Faulkner	38,431	41,214	84.7	Gregory VanSuch	Simon Arias
12	Janet Ramirez	37,839	38,003	95	Alex Torruella	Sabrina Lloyd
13	Brandon Dodds	34,934	36,120	100	Christopher Hintz	Altig-Orlovic
14	Kelly Silvia	32,484	35,709	83.9	Ryan K Hall	Laura Fisher
15	Daniel Konise	30,335	33,166	94	Stephen Hill	Steve Friedlander
16	Raul Rojas	30,096	30,629	99	Pablo De La Cruz	Jose Carvajal
17	Paul Smith	29,400	67,989	83.1	Patrick Bendure	Surace-Smith
18	Joseph Luminiello	29,334	28,703	88	Zach Otto	Sabrina Lloyd
19	Courtney Kitzman	29,219	29,219	90	Cynthia Schneiderman	Sabrina Lloyd
20	Mark Ziemianski	27,560	28,199	76.4	Charles Ferrari	Simon Arias

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

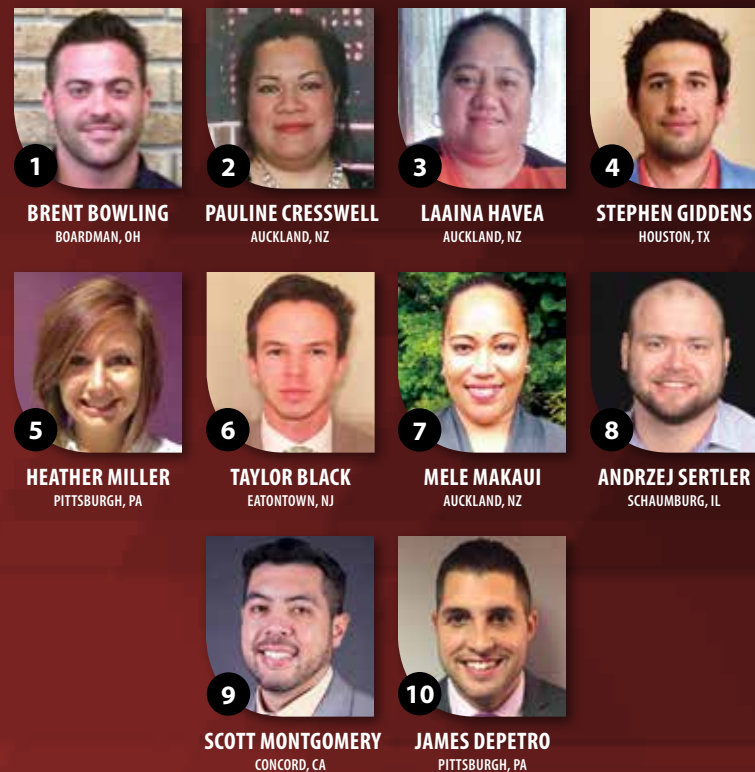
## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Jenna Grula	\$259,402	\$300,229	82.6	Matthew Diulus	Simon Arias
*2	Derek Foore	230,420	254,889	89	Marc Salvaggi	Surace-Smith
*3	Steve Bryant	226,763	269,973	77.2	Ryan Giddens	Steve Greer
*4	George Kamel	211,371	450,122	73.3	Patrick Bendure	Surace-Smith
*5	Joseph McCallister	201,521	211,170	88	Britton Costa	Simon Arias
6	Edward Crocker	180,515	217,401	87	Scott Wheeler	Imran Satti
7	Michael May	161,375	241,614	73.2	Avi Kauderer	Simon Arias
8	Alipate Makaui	149,181	194,405	97	Moli Kaufusi	Steve Friedlander
9	Paul Smith	137,653	369,588	83.1	Patrick Bendure	Surace-Smith
10	Edwin Rodriguez	137,646	195,063	82.1	Michelle Crowe	Simon Arias
11	Jesse Benwell	137,528	185,292	92	Aaron McLean	Imran Satti
12	Arthur Menina	129,577	158,283	71.3	Taneshia Solomon	Steve Greer
13	Derek DeProspero	127,819	210,379	81.7	John Conard	Simon Arias
14	Christopher Shuman	127,428	145,738	82	Jesse Rennich	Simon Arias
15	Janet Ramirez	126,841	131,035	95	Alex Torruella	Sabrina Lloyd
16	Christopher McFoy	123,015	199,507	85.1	Harold Durana	Don Foti
17	Nic Iagulli	122,311	165,001	71.7	Daniel Hartwig	Surace-Smith
18	Azar Afnan	117,989	180,539	74.0	Rodney Ward	Zachary Hart
19	Francis Ingulli	114,611	150,925	70.7	Michael Clemente	Simon Arias
20	Sarah Gilmore	113,440	187,716	81.9	Thomas Vena	Simon Arias

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

# GENERAL AGENTS



## AUGUST PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Brent Bowling	\$119,293	\$170,912	78.0	Marc Salvaggi	Surace-Smith
2	Pauline Cresswell	118,880	141,699	70.9	Ofa Tupouniua	Steve Friedlander
3	Laaina Havea	105,856	114,733	77.6	Ofa Tupouniua	Steve Friedlander
4	Stephen Giddens	93,065	113,264	78.0	Ryan Giddens	Steve Greer
5	Heather Miller	82,341	109,681	85.4	Charles Ferrari	Simon Arias
6	Taylor Black	81,817	125,439	79.8	Morgan Lobello	Giglione-Ackerman
7	Mele Makaui	75,229	75,340	74.7	Moli Kaufusi	Steve Friedlander
8	Andrzej Sertler	75,156	75,877	74.7	Marian Sertler	Sabrina Lloyd
9	Scott Montgomery	67,319	143,806	81.9	Harold Durana	Don Foti
10	James DePetro	66,741	122,509	75.6	Michael Clemente	Simon Arias
11	Robert Schneiderman	63,469	61,525	71.0	Cynthia Schneiderman	Sabrina Lloyd
12	Steven Rios	56,486	62,688	78.1	Marian Sertler	Sabrina Lloyd
13	Brian Gilmore	54,825	98,936	78.5	Thomas Vena	Simon Arias
14	Somprathai Sopha	54,491	61,427	91	Robert Richman	Roland-Wrobel
15	Richmond Gerrish	54,215	65,109	88	Ryan K Hall	Laura Fisher
16	Sokol Fazliu	54,194	93,525	81.1	Matthew Diulus	Simon Arias
17	Kasali Kotun	53,189	68,005	75.4	Michael Musso	Williams-Zophin
18	Joshua Krueger	52,574	76,973	74.4	Matthew Turnquist	Richard Correa
19	Holly Lacey	50,439	79,430	76.3	Robert Kanaan	Imran Satti
20	Duane Shaw	50,224	50,392	75.6	Zach Otto	Sabrina Lloyd

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Stephen Giddens	\$792,772	\$1,038,581	78.0	Ryan Giddens	Steve Greer
*2	Brent Bowling	566,013	808,373	78.0	Marc Salvaggi	Surace-Smith
*3	Steven Rios	525,716	586,599	78.1	Marian Sertler	Sabrina Lloyd
*4	Patrick Guthrie	489,588	714,568	72.5	Heath Bailey	Mathew Hart
*5	Scott Montgomery	448,083	960,252	81.9	Harold Durana	Don Foti
6	Pauline Cresswell	441,863	532,280	70.9	Ofa Tupouniua	Steve Friedlander
7	Daniel Walton	405,488	813,867	77.0	Patrick Bendure	Surace-Smith
8	Holly Lacey	379,389	630,068	76.3	Robert Kanaan	Imran Satti
9	Andrzej Sertler	358,618	379,627	74.7	Marian Sertler	Sabrina Lloyd
10	James Cassie	349,217	397,694	72.3	Adeyemi Akinade	Williams-Zophin
11	Joshua Krueger	336,497	450,711	74.4	Matthew Turnquist	Richard Correa
12	Eric Thompson	322,606	568,699	78.8	Matthew Parks	Surace-Smith
13	Christian West	308,359	411,093	89	Albert Serur	Simon Arias
14	Chelsie Otto	305,399	405,202	73.4	Zach Otto	Sabrina Lloyd
15	Sandra Sandoval	304,805	330,832	70.3	Marian Sertler	Sabrina Lloyd
16	Taylor Black	302,852	394,900	79.8	Morgan Lobello	Giglione-Ackerman
17	Robert Schneiderman	302,423	366,582	71.0	Cynthia Schneiderman	Sabrina Lloyd
18	Duane Shaw	296,974	355,807	75.6	Zach Otto	Sabrina Lloyd
19	John McDougald	294,434	416,723	74.1	Mark Dombrowski	Giglione-Ackerman
20	Sokol Fazliu	284,009	425,744	81.1	Matthew Diulus	Simon Arias

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP



# MASTERGENERALAGENTS



**1**  
OFA TUPOUNIUA  
AUCKLAND, NZ



**2**  
MARIAN SERTLER  
SCHAUMBURG, IL



**3**  
MOLI KAUFUSI  
AUCKLAND, NZ



**4**  
PATRICK BENDURE  
COLUMBUS, OH



**5**  
MARC SALVAGGI  
BOARDMAN, OH



**6**  
MICHAEL MUSSO  
POMPANO BEACH, FL



**7**  
ROBERT RICHMAN  
IRVING, TX



**8**  
RYAN HALL  
BURLINGTON, MA



**9**  
ZACH OTTO  
SCHAUMBURG, IL



**10**  
NICHOLAS MOORE  
ROCHESTER, NY

## AUGUST PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Ofa Tupouniua	\$235,277	\$284,624	71.4	Steve Friedlander
2	Marian Sertler	180,320	201,416	71.5	Sabrina Lloyd
3	Moli Kaufusi	150,882	156,191	71.3	Steve Friedlander
4	Patrick Bendure	120,575	282,319	77.5	Surace-Smith
5	Marc Salvaggi	120,175	192,357	78.9	Surace-Smith
6	Michael Musso	119,595	183,159	77.0	Williams-Zophin
7	Robert Richman	119,433	134,644	90	Roland-Wrobel
8	Ryan Hall	112,960	165,340	77.2	Laura Fisher
9	Zach Otto	107,611	180,136	74.1	Sabrina Lloyd
10	Nicholas Moore	107,583	206,309	80.4	Durhon Oldham
11	Michael Clemente	105,125	189,592	73.8	Simon Arias
12	Ryan Giddens	93,065	110,339	78.2	Steve Greer
13	Matthew Turnquist	90,419	131,417	74.0	Richard Correa
14	Rodney Ward	85,991	127,640	71.3	Zachary Hart
15	Robert Kanaan	83,155	129,902	71.9	Imran Satti
16	Charles Ferrari	82,141	115,057	80.6	Simon Arias
17	David Wang	80,738	138,088	79.0	Bob Olson
18	Matthew Diulus	80,555	140,895	75.3	Simon Arias
19	Morgan Lobello	79,119	118,034	79.8	Giglione-Ackerman
20	Justin Adams	74,429	143,041	70.9	Simon Arias

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Marian Sertler	\$1,314,647	\$1,487,717	71.5	Sabrina Lloyd
* 2	Zach Otto	881,712	1,415,426	74.1	Sabrina Lloyd
* 3	Patrick Bendure	868,678	2,251,012	77.5	Surace-Smith
* 4	Ofa Tupouniua	812,857	1,332,489	71.4	Steve Friedlander
* 5	Ryan Giddens	792,772	1,047,226	78.2	Steve Greer
6	Nicholas Moore	707,605	1,548,063	80.4	Durhon Oldham
7	Marc Salvaggi	650,115	1,083,205	78.9	Surace-Smith
8	Robert Kanaan	591,728	1,041,964	71.9	Imran Satti
9	Ryan Hall	530,195	921,643	77.2	Laura Fisher
10	Michael Musso	514,391	967,744	77.0	Williams-Zophin
11	Moli Kaufusi	501,237	663,836	71.3	Steve Friedlander
12	Rodney Ward	495,107	810,199	71.3	Zachary Hart
13	Matthew Conrad	485,495	776,111	82.3	Surace-Smith
14	Patrick Knouse	475,285	691,811	70.4	Slav Bitman
15	Adeyemi Akinade	449,614	611,208	74.3	Williams-Zophin
16	Harold Durana	448,083	1,028,664	80.3	Don Foti
17	Matthew Parks	439,237	1,002,490	75.0	Surace-Smith
18	Heath Bailey	425,904	739,010	88	Mathew Hart
19	Matthew Diulus	423,915	745,730	75.3	Simon Arias
20	Steven King	400,471	677,318	73.8	Zachary Hart

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

# REGIONALGENERALAGENTS



**1**  
THOMAS VENA  
PITTSBURGH, PA



**2**  
PAUL KELLY  
AUCKLAND, NZ



**3**  
MATTHEW DIULUS  
PITTSBURGH, PA



**4**  
ROBERT JANEV  
SHAUMBURG, IL



**5**  
MATTHEW PARKS  
CLEVELAND, OH

## AUGUST PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Thomas Vena	\$428,477	\$830,715	75.0	Simon Arias
2	Paul Kelly	425,319	473,826	72.3	Steve Friedlander
3	Matthew Diulus	385,038	595,669	72.8	Simon Arias
4	Robert Janev	361,513	459,298	72.7	Sabrina Lloyd
5	Matthew Parks	280,444	597,687	78.2	Surace-Smith
6	Corey Helly	256,092	408,318	76.7	Giglione-Ackerman
7	Joshua Dishong	249,156	452,949	82	Zachary Hart
8	Justin Adams	211,108	414,570	73.7	Simon Arias
9	Marian Sertler	200,977	238,267	71.2	Sabrina Lloyd
10	Brett Gryska	182,074	471,753	80.0	Durhon Oldham

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Robert Janev	\$2,584,853	\$3,399,351	72.7	Sabrina Lloyd
* 2	Thomas Vena	2,308,134	4,356,569	75.0	Simon Arias
3	Matthew Parks	1,848,452	3,447,506	78.2	Surace-Smith
4	Matthew Diulus	1,835,524	2,820,683	72.8	Simon Arias
5	Michael Laramie	1,824,003	2,620,868	75.8	Steve Greer
6	Marian Sertler	1,593,856	1,858,967	71.2	Sabrina Lloyd
7	Brett Gryska	1,586,315	3,862,303	80.0	Durhon Oldham
8	Joshua Dishong	1,556,061	2,678,514	82	Zachary Hart
9	Paul Kelly	1,532,008	2,269,033	72.3	Steve Friedlander
10	Corey Helly	1,383,802	2,101,954	76.7	Giglione-Ackerman

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP





**SIMON ARIAS**



**ERIC GIGLIONE**



**DAVID ACKERMAN**



**LAURA FISHER**



**JAMISON WEATHERSPOON**



**BRIAN TRABOULAY**



**SOULEY BAH**



**JARED CLECKNER**



**MATHEW HART**

† Performance Factor = % Net ALP Growth + % 1st 6 Mo Obj

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.

## AUGUST PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
<b>I Simon Arias</b>		<b>74.8</b>	<b>\$983,093</b>	<b>\$492,000</b>	<b>199.8</b>	<b>123.6</b>	<b>323.4</b>
Sabrina Lloyd		72.4	414,190	200,000	207.1	51.1	258.2
Steve Friedlander		72.9	512,610	324,000	158.2	39.0	197.2
Surace-Smith		78.2	597,018	467,000	127.8	33.4	161.2
Theodore Pappas		78.1	261,647	207,000	126.4	17.1	143.5
Durhon Oldham		80.0	182,075	227,000	80.2	24.0	104.2
<b>II Giglione-Ackerman</b>		<b>76.7</b>	<b>\$337,931</b>	<b>\$183,500</b>	<b>184.2</b>	<b>102.0</b>	<b>286.1</b>
Steve Greer		76.3	205,389	133,500	153.8	85.4	239.3
Williams-Zophin		73.4	267,971	183,500	146.0	57.6	203.6
Cohen-Cohen		83.2	206,418	153,500	134.5	53.8	188.3
Chris Hernandez		77.0	153,327	183,500	83.6	14.5	98.1
<b>III Laura Fisher</b>		<b>75.6</b>	<b>\$245,796</b>	<b>\$90,000</b>	<b>273.1</b>	<b>104.0</b>	<b>377.1</b>
Zachary Hart		70.6	321,113	130,000	247.0	100.1	347.1
Imran Satti		73.2	150,879	103,500	145.8	37.9	183.7
Matt Henderson		74.6	104,193	115,000	90.6	13.0	103.6
<b>IV Jamison Weatherspoon</b>		<b>77.3</b>	<b>\$152,924</b>	<b>\$67,000</b>	<b>228.2</b>	<b>180.4</b>	<b>408.6</b>
Joseph Diecedue		76.3	167,768	83,500	200.9	59.9	260.8
Roland-Wrobel	87		114,251	77,000	148.4	61.1	209.4
Philip Prata		75.3	105,451	86,500	121.9	36.3	158.2
Nigel Crowe		75.8	72,890	83,500	87.3	29.9	117.2
<b>V Brian Traboulay</b>		<b>73.0</b>	<b>\$97,141</b>	<b>\$53,500</b>	<b>181.6</b>	<b>27.6</b>	<b>209.1</b>
James Cunningham		80.0	96,041	57,000	168.5	36.9	205.4
Travis Moody		75.5	55,324	47,000	117.7	19.2	136.9
<b>VI Souley Bah</b>	94		<b>\$33,861</b>	<b>\$41,000</b>	<b>82.6</b>	<b>183.1</b>	<b>265.7</b>
Samantha Chui		74.0	60,066	41,500	144.7	108.5	253.3
<b>VII Jared Cleckner</b>		<b>76.8</b>	<b>\$40,909</b>	<b>\$27,000</b>	<b>151.5</b>	<b>89.7</b>	<b>241.2</b>
Eric Cochran		81.0	57,434	32,500	176.7	52.1	228.9
Cisco Perez		74.1	39,066	33,500	116.6	51.2	167.8
Daniel Umbertone		84.7	37,443	37,000	101.2	50.2	151.4
<b>VIII Mathew Hart</b>		<b>74.1</b>	<b>\$128,385</b>	<b>\$25,000</b>	<b>513.5</b>	<b>185.1</b>	<b>698.6</b>
Corey Neff		77.2	64,726	25,000	258.9	13.9	272.8
Raymond Risucci	88		37,637	25,000	150.5	57.9	208.4
Mitch Duplantis		73.4	25,070	25,000	100.3	14.0	114.2

## YTD PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
<b>I Sabrina Lloyd</b>		<b>72.4</b>	<b>\$2,896,094</b>	<b>\$1,600,000</b>	<b>181.0</b>	<b>34.2</b>	<b>215.2</b>
Simon Arias		74.8	5,170,568	3,936,000	131.4	10.2	141.6
Durhon Oldham		80.0	1,585,667	1,816,000	87.3	30.8	118.1
Altig-Orlovic		78.5	7,602,909	7,736,000	98.3	14.6	112.8
<b>II Steve Greer</b>		<b>76.3</b>	<b>\$2,451,224</b>	<b>\$1,068,000</b>	<b>229.5</b>	<b>70.8</b>	<b>300.3</b>
Giglione-Ackerman		76.7	2,223,404	1,468,000	151.5	20.8	172.3
Williams-Zophin		73.4	2,000,238	1,468,000	136.3	27.5	163.7
Cohen-Cohen		83.2	1,183,589	1,228,000	96.4	18.6	115.0
<b>III Zachary Hart</b>		<b>70.6</b>	<b>\$2,189,174</b>	<b>\$1,040,000</b>	<b>210.5</b>	<b>120.1</b>	<b>330.6</b>
Laura Fisher		75.6	1,291,434	720,000	179.4	44.4	223.7
Imran Satti		73.2	1,053,597	828,000	127.2	10.9	138.2
Matt Henderson		74.6	981,299	920,000	106.7	13.2	119.9
Slav Bitman		74.2	720,360	720,000	100.1	15.9	116.0
<b>IV Jamison Weatherspoon</b>	87		<b>\$991,471</b>	<b>\$536,000</b>	<b>185.0</b>	<b>63.1</b>	<b>248.1</b>
Joseph Diecedue		76.3	1,205,437	668,000	180.5	28.4	208.8
Philip Prata		75.3	856,024	692,000	123.7	16.2	139.9
<b>V James Cunningham</b>	88		<b>\$706,910</b>	<b>\$456,000</b>	<b>155.0</b>	<b>31.6</b>	<b>186.6</b>
Chad Deley		74.1	407,888	400,000	102.0	76.2	178.2
Brian Traboulay		73.0	626,467	428,000	146.4	31.3	177.7
<b>VI Samantha Chui</b>		<b>74.0</b>	<b>\$607,287</b>	<b>\$332,000</b>	<b>182.9</b>	<b>74.3</b>	<b>257.2</b>
Scott Rehberg		72.4	479,132	320,000	149.7	12.9	162.6
<b>VII Eric Cochran</b>		<b>81.0</b>	<b>\$471,777</b>	<b>\$260,000</b>	<b>181.5</b>	<b>50.3</b>	<b>231.7</b>
Jared Cleckner		76.8	290,501	216,000	134.5	88.9	223.4
Daniel Umbertone		84.7	286,396	296,000	96.8	26.8	123.5
Cisco Perez		74.1	244,865	268,000	91.4	17.9	109.2
<b>VIII Mathew Hart</b>		<b>74.1</b>	<b>\$875,153</b>	<b>\$200,000</b>	<b>437.6</b>	<b>192.5</b>	<b>630.1</b>
Byron Paz		73.3	339,865	200,000	169.9	93.6	263.5
Mitch Duplantis		73.4	354,582	200,000	177.3	23.5	200.8
Corey Neff		77.2	365,858	200,000	182.9	13.7	196.6



## CATEGORY I



**1**  
BRENDA DI SOMMA  
SOMERSET, NJ



**2**  
AL WALL  
TORONTO, ON

## CATEGORY III



**1**  
DAVID BLAISDELL  
GOODLETTSVILLE, TN



**2**  
PAM MONETTI  
ST LOUIS, MO

## CATEGORY II



**1**  
DAVID SCALISI  
MANLIUS, NY

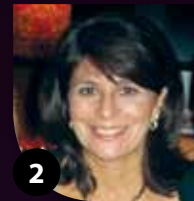


**2**  
JT TASKER  
N CHILI, NY

## CATEGORY IV



**1**  
SHANE KNOWLES  
CAPE ELIZABETH, ME



**2**  
ANNA GUIDO ROHRER  
DAYTON, OH

## TOPROOKIE



DEBORAH BOLES  
COQUITLAM, BC

## ICEBREAKER



PAM MONETTI  
ST LOUIS, MO

## TOPMANAGER



BETH FARM  
COLLIERVILLE, TN

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2014 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2015 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

## AUGUST PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	Brenda Di Somma	3,231 NJ/Brian Ryan
	2	Al Wall	3,106 Toronto/Laurie Onasch
	3	Chuck Hill	3,012 NorCal & Reno/Jason Beckman
	4	Kathy Pappas	2,253 NY City/Brian Ryan
	5	Irene Rurycz	2,206 OH/Judy Spade
II	1	David Scalisi	2,665 NY State/JT Tasker
	2	JT Tasker	2,058 NY State/Denise Gilbert
	3	Steve Sanchez	1,742 S FL/Billy Sauers
	4	Tami Williams	1,672 IN/Michelle Baxter
	5	Robin Andrade	1,371 Mass & RI/Rosanna Gill
III	1	David Blaisdell	3,334 TN & SW NC/Beth Farm
	2	Pam Monetti	2,256 St Louis/Cindy Cleary
	3	Tony Anderson	1,695 IN/Tami Williams
	4	Leo VanDenBussche	1,602 MB/Jackie Lowe
	5	Mario Soljan	1,461 NZ/Steve Friedlander
IV	1	Shane Knowles	2,253 ME & NH/Rosanna Gill
	2	Anna Guido Rohrer	2,067 S OH/Tami Williams
	3	Deborah Boles	1,304 BC/Jackie Lowe
	4	Robin Denham	1,284 KS & NW MO/Cindy Cleary
	5	Michael Cooper	1,167 IA/Erica Dalager
ROOKIE	1	Deborah Boles	1,304 BC/Jackie Lowe
ICEBREAKER	1	Pamela Monetti	2,256 St Louis/Cindy Cleary

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

## AUGUST MANAGERS

Rank	Card Growth	Director
1	Beth Farm	5,120 Patti Morgan
2	Judy Spade	2,819 Michelle Baxter
3	Tami Williams	2,428 Michelle Baxter
4	Katherine Pratt	1,796 Denise Gilbert
5	JT Tasker	1,690 Denise Gilbert

## YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	Malka Arony	23,086 AZ/Jason Beckman
	*2	Chuck Hill	21,145 NorCal & Reno/Jason Beckman
	3	Judy Spade	14,577 OH/Michelle Baxter
	4	Mark Gagliardi	14,378 NorCal & Reno/Chuck Hill
	5	Rona Pileggi Spano	13,903 Chicago/Dawn Trudden
II	*1	Robin Andrade	13,040 Mass & RI/Rosanna Gill
	*2	Tami Williams	9,795 IN/Michelle Baxter
	3	David Scalisi	9,269 NY State/JT Tasker
	4	Steve Sanchez	8,423 S FL/Billy Sauers
	5	JT Tasker	7,769 NY State/Denise Gilbert
III	*1	David Blaisdell	10,299 TN & SW NC/Beth Farm
	*2	Leo VanDenBussche	8,408 MB/Jackie Lowe
	3	Tony Anderson	7,892 IN/Tami Williams
	4	Mario Soljan	6,900 NZ/Steve Friedlander
	5	Lisa West	6,173 N FL/Billy Sauers
IV	*1	Anna Guido Rohrer	14,184 S OH/Tami Williams
	*2	Ken Altizer	12,772 WV/Tami Williams
	3	Tim O'Connor	8,503 OK/Christa Davis
	4	Darrell Dorey	8,296 Maritimes/Melissa Lively
	5	Amanda Cross	8,095 KY/Tami Williams

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

## YTD MANAGERS

Rank	Card Growth	Director
*1	Judy Spade	23,509 Michelle Baxter
*2	JT Tasker	10,726 Denise Gilbert
*3	Beth Farm	6,678 Patti Morgan
4	Tami Williams	5,599 Michelle Baxter
5	Katherine Pratt	3,564 Denise Gilbert

## AUGUST BONUSES

Sue Akers	Amanda Cross	Jerry Hartnett	Tim O'Connor	Mario Soljan
Ken Altizer	Travis Daniels	Krissa Hensley	Steve Orcheron	Donald Spohn
Donna Altshue	Robin Denham	Dee Hettinger	Kathy Pappas	Sarah Thomson-Dufrechou
Tony Anderson	Brenda Di Somma	Brett Hulme	Rona Pileggi Spano	Bryan Uhl
Robin Andrade	Dion Dizon	Sandy Knapp	Janis Pitts	Leo VanDenBussche
Malka Arony	Darrell Dorey	Shane Knowles	Cas Robinson	Bill Verbeten
Ralph Beard	Vivian Dwyer	Donna LaMontagna	Chas Robinson	John Wagner
Lisa Bennett	George Farenthold	Timothy Leary	Gary Rothman	Al Wall
Gabriela Berloni	Viki Farr	Larry Lozano	Rebecca Rozario	Angela Waller
David Blaisdell	Mark Flemm	Lacy Martin	Irene Rurycz	Bernard Weaver
Deborah Boles	Mark Gagliardi	Stephen Matous	Steve Sanchez	Lisa West
Lou Nell Busby	Susan Gilbert	Mollie Miller Merrett	David Scalisi	
Casey Cash	Laurie Gruber	Pam Monetti	William Slocum	
Fran Christie	Anna Guido Rohrer	Jermaine Moore	Patrena Smith	
Michael Cooper	Holland Harriss	George Murry	Tracy Smith	

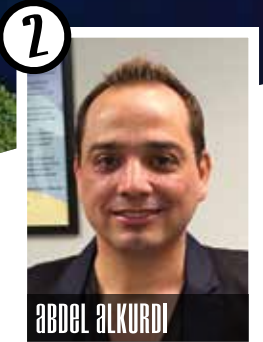


# WORLD'S GREATEST BONUS



**RYAN KENDL**

**\$8,964**  
Altig-Orlovic



**ABDEL ALKURDI**

**\$8,771**  
Bob Olson



**IVONI FUIMAONO**

**\$6,699**  
Steve Friedlander



**SCOTT FLORIN**

**\$6,050**  
Zachary Hart



**KATIE MASSART**

**\$6,005**  
Altig-Orlovic

## AUGUST BONUS LEADERS

**August Bonus Payout: \$1,793,572**  
August Bonus Qualifiers: 2,851

- \$8,964** Ryan Kendl
- 8,771** Abdel Alkurd
- 6,699** Ivoni Fuimaono
- 6,050** Scott Florin
- 6,005** Katie Massart
- 5,973** Paul Smith
- 5,790** Joachim Jean
- 5,406** Roghie Hassan Loo
- 5,240** Muhammed Ashraf
- 4,830** James Keefer
- 4,604** Sam Chan
- 4,445** Bruce Tan
- 4,397** Mohammed Buksh
- 4,341** Edill Cobos
- 4,249** Lily Sakai
- 4,199** Thomas Fleming
- 4,183** Ronald Rivera
- 4,166** Dustin Dunbar
- 4,094** Matthew Hilton
- 3,870** Tina Nelson
- 3,863** Anthony Sava
- 3,859** Sawyer Skaggs
- 3,833** Matthew Cessna
- 3,770** Robert Bilder
- 3,758** Amy Shui
- 3,679** Andrew Wagner
- 3,649** William Parmeter
- 3,618** Jordon Graham
- 3,592** Tupou Pittams
- 3,550** Samvel Tigranyan
- 3,505** Dustin Edgell
- 3,502** Mark Lomonaco
- 3,482** Igor Melcharek
- 3,458** Aloisio Takau
- 3,427** Kaylee Kielczewski
- 3,392** Douglas Clarke
- 3,381** Ernest Patterson
- 3,298** Oleg Novitchii
- 3,291** Joel Nunez
- 3,270** Thomas King
- 3,261** James Merriman
- 3,260** Massoud Vaziri

- \$3,253** Asner Saimtima
- 3,247** Steven Stensrud
- 3,177** Avalon McLeod
- 3,169** Johnny Ly
- 3,111** Timothy Cruise
- 3,094** Craig Ebinger
- 3,091** Susan Bedrossian
- 3,084** Mahadai Kryshundayal
- 3,081** Orett Nelson
- 3,063** Kelsey Shirley
- 3,044** Nicholas Scordos
- 3,040** Mark Neilson
- 3,033** Sarah Gilmore
- 3,014** Daniel Li
- 3,011** Larry Alexander
- 3,008** Jenny Alvarez
- 2,999** Joshua Dishong
- 2,995** Adeola Obasanya
- 2,963** Steven Halm
- 2,959** Yacollah Pourjalali
- 2,956** Van Ortega
- 2,928** Lincoln Dziekonski
- 2,913** Mike Sukhbaatar
- 2,912** Tad Teeters
- 2,912** Jeramey Pitman
- 2,897** Joey Kennedy
- 2,871** Roger Rau
- 2,859** Andrew M Bishop
- 2,845** Beau Bequette
- 2,841** Tyler Metz
- 2,838** Junbin Koh
- 2,836** Ryan Vopat
- 2,822** Gary Gooden
- 2,818** Jeffrey Spanaus
- 2,813** Jordan Albright
- 2,761** Mireya Lopez
- 2,757** Matthew Castelli
- 2,752** Michael van Delft
- 2,747** Alvin Ali
- 2,712** Losalia Poupounia
- 2,711** Patrick Donovan
- 2,665** Stephanie Novel

- \$2,662** Timothy Copenhaver
- 2,624** Joshua Boyce
- 2,613** Natalia Tatkovska
- 2,610** Jon Golin
- 2,609** Ryan Hume
- 2,601** Robert Ulreich
- 2,599** Robert Ford
- 2,591** Michael McClintock
- 2,573** Tevita Tupouniua
- 2,570** Liliana Rodriguez
- 2,551** Kierra Goodwin
- 2,517** Emily Sutton
- 2,511** Anthony Theriault
- 2,495** Priscila Gonzalez
- 2,487** Max Quasem
- 2,482** Jordan Lacy
- 2,470** Joshua Goodman
- 2,458** Vaikona Finau
- 2,437** Melissa Losk
- 2,434** Toniann Allen
- 2,426** Scott Clark Jr
- 2,415** Nicole Harrell
- 2,395** Michael Mallia
- 2,394** Andrew McCallum
- 2,388** Herivelto Pereira
- 2,384** Arnold Iacoviello
- 2,354** Scott Hanna
- 2,304** Ifeanyi Ofundu
- 2,304** Brian Gilmore
- 2,295** Natalie Ball
- 2,283** Anastasija Krstic
- 2,280** Ryan Bryan
- 2,278** Brian Jerome
- 2,258** Cathleen Hairston
- 2,248** Samson Adelufosi
- 2,240** Kaleiokamaile Viena
- 2,236** George Bort
- 2,216** William Nesseth
- 2,208** Havela Fonua
- 2,206** Daveda Newsome
- 2,202** Jorge Leon
- 2,194** Bryan Juskiw

- \$2,186** Samiuela Vaea
- 2,184** Richard Carter
- 2,183** John Cochrane
- 2,179** Gregory VanSuch
- 2,177** Jesusdieu Portilus
- 2,168** Noah Miller
- 2,158** Quincy Dukes
- 2,157** Kasi Hobbs
- 2,153** Christina Jauch
- 2,152** David Schanuel
- 2,134** Timothy Chandler
- 2,120** Lesina Ah Sue
- 2,117** Heamasi Funaki
- 2,114** Kyle Alden
- 2,109** Benjamin Paish
- 2,103** Ana Havea
- 2,101** Susan Cousineau
- 2,098** Alexander Bayley
- 2,094** Irvin Lassalle
- 2,075** John Lucas
- 2,068** Anthony Bentley
- 2,066** Jessica Velazquez
- 2,066** Nadia Naji
- 2,065** Seneca Birchmore
- 2,055** Marissa Black
- 2,044** Steve Hartman
- 2,039** Anastasia Martens
- 2,036** Shanita Ellmers
- 2,026** Thomas Hoopes
- 2,023** Victoria Gonzales
- 2,020** Thomas Holliday
- 2,002** Matt Flores
- 1,993** Aaron Parks
- 1,989** Paul Torman
- 1,976** Kathryn Fell
- 1,974** Giancarlo Silvestri
- 1,974** Joy Manasse
- 1,971** Sean Watson
- 1,971** Roberto Navarro
- 1,966** Clayton Bonner
- 1,962** Erez Shabtay
- 1,943** Leonard Paschke

- \$1,942** Sean Grant
- 1,941** Lee Jeffers
- 1,936** Angelique Piquion
- 1,924** Kevin Gill
- 1,924** Jimez Parker
- 1,920** Kalen Dugan
- 1,916** Ross Ewen
- 1,914** Joseph Sarasin
- 1,909** Alexander Shpirt
- 1,906** Bruce Viaje
- 1,902** Benjamin Meiller
- 1,894** Natalie Norris
- 1,892** Michael May
- 1,888** Austin Morrison
- 1,885** Daniel Bean
- 1,875** Nicholas Ailport
- 1,875** Mario Andres Chavez
- 1,875** Violetta Goldman
- 1,874** Shelby Henderson
- 1,874** Andy Ochoa
- 1,872** Omar Fernandez
- 1,869** Riley Peters
- 1,864** Mike Paragiou
- 1,864** Sharon Manning
- 1,856** Rosalie Matthews
- 1,853** Joshua Rush
- 1,849** Joshua Garrison
- 1,845** Corey Clayton
- 1,845** Jeremy Engrav
- 1,840** Nadia Feleti
- 1,839** Anna Midowicz
- 1,829** Raymond Angeles
- 1,827** Elba Vargas
- 1,817** George Kamel
- 1,811** Lucky Boston
- 1,808** Brian Mincher
- 1,808** Jessica Holman
- 1,803** Maria Fe Abad-Barte
- 1,801** Ariel Sauer
- 1,800** Scott Remmey
- 1,798** Tabitha Witherell
- 1,796** Andrew Rogers

- \$1,795** David Watkins
- 1,786** Luiz Cartagena
- 1,778** Michael Steimle
- 1,756** Matthew Koleszar
- 1,753** Angela DeVivo
- 1,745** Kashala Guiden
- 1,744** Colin Bryant
- 1,742** Tyler Moore
- 1,739** Ranjana Chopra
- 1,734** Benny Millan
- 1,733** Mike Allen
- 1,729** Lisa Burluson
- 1,723** David Rockway
- 1,721** Sally Wilson
- 1,711** Kelly McDonald
- 1,707** Phillip Waisman
- 1,707** Elliot Rush
- 1,704** Christine Wood
- 1,702** Vincent Williams
- 1,699** Kehinda Pryor
- 1,683** Marmin Alea
- 1,682** Kasali Kotun
- 1,674** Matthew Vanderhoof
- 1,670** Alejandro Pineda
- 1,667** James Jones
- 1,657** Dominic Telymonde
- 1,649** Coral Ashe
- 1,642** Nickoy Hylton
- 1,640** Jamie Tan
- 1,635** Jesse Atatai
- 1,634** Gabriel Manzo
- 1,631** Brandon Russell
- 1,631** Sonja Koryhaio
- 1,628** Noah Courtney
- 1,622** Carmela Pellen
- 1,622** Jesse Bachrach
- 1,614** Luke Biereonwu
- 1,612** Asad Ahmed
- 1,610** Adem Abdulla
- 1,606** Jonathan Collins
- 1,606** Lee van Delft
- 1,604** Mele Takau
- 1,598** Violetta Goldman
- 1,597** Kenneth Cato
- 1,597** Peter Iversen
- 1,595** Jose Rubio
- 1,593** Eric LaBossierie
- 1,591** Katherine Garcia
- 1,586** Calvin Bruch
- 1,584** Glenn Corwin
- 1,581** Philip Csati
- 1,573** Kevin Haines
- 1,567** Kimberle Spooner
- 1,563** Michael Ashton
- 1,562** Alejandra Valles Meza
- 1,561** Lileison Martinez
- 1,554** Joshua Rausser
- 1,546** Calvin Shaw
- 1,542** Cynthia Sittig
- 1,533** Tonya Bailey
- 1,532** Hakan Ozalpaskan
- 1,532** Julianne Scavo
- 1,532** Chirotram Ilolkwu
- 1,530** Nuriyah Malik
- 1,530** Gregory Graham
- 1,526** Thomas Dervisevic
- 1,524** Cody Toth

- \$1,519** Michael J Smith
- 1,516** Gary Slocum
- 1,514** Jeffrey Dale
- 1,514** Myaa Fallon
- 1,511** Timothy Blackburn
- 1,510** Fadi Nassar
- 1,507** Cynequa Woods
- 1,502** Daniela Carcamo-Mendez
- 1,501** Jimmy Tchen
- 1,500** Kristy King
- 1,498** Mynor Lemus
- 1,490** Elvis Durakovic
- 1,488** Ashley Armelin
- 1,487** Sherry Schick
- 1,484** Rachael Santee
- 1,482** Patrycja Grudzinska
- 1,481** Bryon Eddinger
- 1,476** Shennelleh Kaine
- 1,473** Kevin Ishikane
- 1,472** Vanessa Delery
- 1,472** Michael Sherwood
- 1,472** May Javiniar
- 1,470** Richard Sidoti
- 1,465** Scot Stelly
- 1,464** Maria Diringier
- 1,454** Brian Melvin
- 1,446** Maanita Meneses
- 1,446** Cheril Howard
- 1,446** Henry McCormick
- 1,444** Jennifer Reed
- 1,443** Judy Dawson
- 1,443** Cherri Xie
- 1,443** Cornelius Wilkins
- 1,433** Frederick Noel
- 1,432** Lora Beronja
- 1,430** Daniel Smith
- 1,429** Bradley Wu
- 1,428** Jamie Sheffield
- 1,428** Luc Do
- 1,426** Douglas Miura
- 1,426** Richard Millington
- 1,425** William Sukhenko
- 1,422** Harvey Quinn
- 1,412** Harold Durana
- 1,411** Daniel Johnson
- 1,410** Thomas Huynh
- 1,409** Saimone Ullupano
- 1,406** Heba Kidd
- 1,402** Glenn Martin
- 1,400** Rubin Chaimov
- 1,396** Milovale Nauma
- 1,393** Kimberle Spooner
- 1,385** Kristy Sagneri
- 1,384** Tracy Lepore
- 1,376** Elizabeth Smart
- 1,373** Tomasi Tomasi
- 1,373** Kareem Mutia
- 1,372** Ricardo Alanis
- 1,368** Moemoe Muliuaumasealii
- 1,368** Zenon Zorij
- 1,367** Shalom Chaimov
- 1,361** Yuriy Kosovan
- 1,359** Nuritilya Lang
- 1,355** Joaquin Santos
- 1,355** Bernardo Lopez
- 1,347** Thorin Somers

- \$1,346** Michael Rogelj
- 1,343** Nadezhda Vitchev
- 1,341** Marie Campbell
- 1,339** Samy Jacques
- 1,337** Carlene Samecken
- 1,337** Abdel Khawatmi
- 1,337** Raynetta Smalls
- 1,330** Matthew Halbmaier
- 1,329** Diana Duranrios
- 1,329** Jonathan Mayfield
- 1,329** Susan Scott
- 1,328** William Tompkins
- 1,328** Robert Broley
- 1,327** Chad Matejcek
- 1,323** Eric Hidy
- 1,320** Manuel Matos
- 1,314** Jason Hall
- 1,309** Alexandre Duenas
- 1,306** Lisa Gomez
- 1,304** Tamara Garay
- 1,301** Kristi Vang
- 1,298** Richard Beck
- 1,297** Sheyla Flores-Delgado
- 1,294** Tania Sainitl
- 1,292** Catherine Nicholson
- 1,291** Mele Vuna
- 1,291** Andrew Wilson
- 1,285** James DeCommer
- 1,283** Rachel Njinimbam
- 1,279** Michelle Eudy
- 1,275** Kacee Letbetter
- 1,272** Kashief Perkins
- 1,272** Eugene Garcia
- 1,269** Jordan Warner
- 1,269** Raymond Scott
- 1,266** William Sukhenko
- 1,265** Johnny Castro
- 1,265** Jahlii Sunrise
- 1,262** Rachel Effenbein
- 1,259** Niurka de Armas-Duran
- 1,257** Solomone Havea
- 1,255** Benjamin Nash
- 1,254** Edmaggie Myrthil
- 1,254** Guitree Basdeo
- 1,251** Christopher Lilley
- 1,250** Shelby Poston
- 1,248** Tess Campbell
- 1,245** Christopher Brown
- 1,245** Rachel Rodgers
- 1,242** Serena Johnson
- 1,242** Donrie Purcell
- 1,242** Courtney Basil
- 1,241** Christabel Ornelas
- 1,237** Stephen Dillard
- 1,235** Noreen McNear
- 1,235** Mark Hart
- 1,234** Brian MacDonald
- 1,232** Jennifer Panek-Christie
- 1,230** Brian Fuller
- 1,227** Olivia Griesheim
- 1,220** Jermeele Wilson
- 1,218** Toby Painter
- 1,214** Mack Hanna
- 1,213** Roger Drake
- 1,210** Devonaye Henderson
- 1,209** Man Luc

- \$1,206** Mark Harhager
- 1,206** Rochelle Lugo
- 1,201** Peter Kaplanis
- 1,201** Kotoni Kava
- 1,200** Andrea Barenholtz
- 1,199** Horatio Ward
- 1,199** Ricardo Flores
- 1,198** Chalena Grisby
- 1,197** Stefan Johannsson
- 1,195** Justin Germany
- 1,191** Victoria Varney
- 1,191** Tanya Labinowicz
- 1,191** Lusieni Pasiaka
- 1,188** Kelly Schoenherr
- 1,188** Raphael Jaras-Dunfey
- 1,188** Laurekins Pardovani
- 1,187** Mele Ofanoa
- 1,187** Cody Hutchinson
- 1,187** Michael Tagliaboschi
- 1,182** Dominick Pulli
- 1,182** Matthew Willrodt
- 1,181** Richard Beck
- 1,181** Ryan Feehan
- 1,179** Edward Nguyen
- 1,179** Lilly Mendiola
- 1,178** Cory Shannon
- 1,172** Terron Mellerson
- 1,171** Dana Black
- 1,168** Anthony Luminiello
- 1,166** Terika Collins
- 1,166** Derron Alexander
- 1,166** Derek DeProspero
- 1,163** Margarita E Aguila Campos
- 1,160** Levi Porto
- 1,159** Lee Galtman
- 1,158** Tevita Afeaki
- 1,157** Jesse Wilson
- 1,154** Ariel Demesa
- 1,154** Mary Rojas
- 1,150** Luz Torres
- 1,148** Mary Myers
- 1,147** Chase Hrivnak
- 1,147** Pa Yang
- 1,145** James Sodan
- 1,145** Kristen Gilmore
- 1,140** Terrence Smith
- 1,139** Hateni Tohi
- 1,137** Ryan Orloski
- 1,137** Grant Hockman
- 1,136** Mandy Thomas
- 1,134** Samuel Robertson
- 1,131** Dominic Aiello
- 1,130** Carrie Bowman
- 1,129** Omar Torres
- 1,129** Brian Taylor
- 1,128** Julie Aprahamian
- 1,127** Jason Bratin
- 1,126** Rashidah Henriques
- 1,125** Tricia Young
- 1,124** Rosemary Smith
- 1,123** Arnetta Weathers
- 1,123** Sandra Listenfelt
- 1,121** Nadine Smith-Johnson
- 1,120** Eric Antwi
- 1,114** Melinda-Rae Lyse
- 1,113** Hollie Kasaboski

- \$1,113** Afuiva Vaai
- 1,111** Lindsay Sanchez
- 1,110** Gabriela Becerra
- 1,110** Bryan Hipkam
- 1,109** Alexandra Berberich
- 1,108** Susan daCruz
- 1,106** Nikki Miner
- 1,099** Alma Lozano
- 1,099** Hye Yun
- 1,094** Dorothy Niederer
- 1,093** Brenda Gillespie
- 1,091** Elias Boles
- 1,088** Tony Geer
- 1,085** Robert Adrahtas
- 1,085** Erna Gasanin
- 1,078** Brock Lampee
- 1,077** William Lewis
- 1,076** Breann Haley
- 1,074** Carlos Frazier
- 1,074** Glenn Hampton
- 1,073** Dominique Ward
- 1,069** Thomas Karczewski-Geffs
- 1,069** Patricia Lambert
- 1,067** Gregory McDuffie
- 1,065** James Miller
- 1,063** Jeremiah Russin
- 1,061** Beverly Sibert
- 1,057** Ronald Fitzgerald
- 1,052** Dana Barrett
- 1,051** Adriana Madrigal
- 1,049** Tara Haughney
- 1,047** Victoria Cabrera
- 1,046** Megan Richardson
- 1,041** Richard Drew
- 1,040** Miryam Cabrera
- 1,039** Seroa Hodge
- 1,035** Alain Abaya
- 1,035** Maresa Rone
- 1,034** Moe Manu
- 1,032** Paul Love
- 1,030** Pierson Grasby
- 1,029** Michel Lavelanet
- 1,029** Ellen Schultz
- 1,029** Emil Mohareb
- 1,023** Gianni Carter
- 1,023** Benton Tong
- 1,022** Meletoa Longopoa
- 1,022** Shannon Stewart
- 1,017** Todd McGarry
- 1,013** Meghan Harris
- 1,012** Nathalie Kanzki
- 1,011** Chad Vanglis
- 1,011** Philippe Godin
- 1,010** Steven Trattar
- 1,010** Christopher Sekula
- 1,006** Britni Kwicicn
- 1,006** Cody Walters
- 1,006** George O'Shea
- 1,005** Sean Walsh
- 1,003** Arturo Martinez
- 1,002** Dawid Liniewski
- 1,000** Aaron Parsons
- 1,000** Sharon Briscoe
- 1,000** Kelly Matthews
- 999** Jeffrey Witherall
- 997** Rayann Collins
- 997** Jean Alexis




# WORLD'S GREATEST BONUS - CONTINUED

<b>\$990</b> Andrea Yee	<b>\$898</b> James Harding	<b>\$788</b> Nolan Reid	<b>\$683</b> Cole Hatfield	<b>\$642</b> Alan Arellano	<b>\$604</b> Matthew Seigler	<b>\$562</b> Patton Cain	<b>\$530</b> Johan Barrientos
<b>989</b> Sidney Rodgers	<b>898</b> Coleman Thompson	<b>788</b> Jonathan Jones	<b>682</b> Gurvansh Anand	<b>641</b> Cristina Fox	<b>604</b> Amanda Lee	<b>561</b> Justin Kasper	<b>530</b> Terah Taylor
<b>986</b> Omar Billy	<b>898</b> Thames Nolan	<b>787</b> Felicia Banks	<b>682</b> Al-Karim Walji	<b>641</b> Alisia Kifer	<b>603</b> Tia Johnson	<b>559</b> Curt Jones	<b>530</b> Charles Marshall
<b>986</b> Adam Kahn	<b>896</b> Elizabeth Morino	<b>787</b> Andrew Chambers	<b>681</b> Felicity Chavez	<b>640</b> Jennifer Lascko	<b>603</b> Sharon Lewis	<b>559</b> Cierra Ringberg	<b>527</b> Michael Slavolpe
<b>984</b> Jesse Coatney	<b>895</b> Matthew Miller	<b>787</b> Kimberly Moody	<b>681</b> Bonnie Dupre	<b>639</b> Benito Menchaca	<b>603</b> Nicholas Dudukovich	<b>559</b> Andrew Severson	<b>526</b> Adam Hutchinson
<b>982</b> Susan Sims	<b>895</b> Patrick Rieger	<b>786</b> Kerry Compton	<b>680</b> Austin Soboleski	<b>639</b> Pearce Sanchez	<b>603</b> Keona France	<b>558</b> Patrick Duray	<b>525</b> James Curry
<b>981</b> Jonathan Frigola	<b>894</b> Alyssa Speece	<b>786</b> Omar Hashimi	<b>678</b> Lakisha Green	<b>639</b> Michael Vernon	<b>602</b> Stephen Cozart	<b>557</b> Tara Cyphert	<b>525</b> Lazette Hamilton
<b>980</b> Dilushi Perera	<b>894</b> Iwona Mocalek	<b>784</b> Karen Mosley	<b>677</b> Rory Olson	<b>639</b> Darrell Ballard	<b>600</b> Miguel Martinez	<b>557</b> Greta Wilson	<b>522</b> Jared Elrod
<b>980</b> Dalia Martines	<b>894</b> Jessica Boss	<b>783</b> Andrea Turk	<b>677</b> Andrew Scarillo	<b>638</b> Billi Jo Hawkins	<b>600</b> Skylar Chauvin	<b>556</b> Kenneth Preston	<b>522</b> Darrell Nelsen
<b>977</b> Tasha Tucker	<b>894</b> Jocelyn Bolito	<b>783</b> Daniel Lopez	<b>677</b> Timothy Bugge	<b>638</b> Jessica Rhoades	<b>600</b> Lois Lewis	<b>555</b> Kyle Schimizzi	<b>522</b> James Morris
<b>975</b> Michael Joyce	<b>893</b> Bradley Christiansen	<b>781</b> Cassandra Workman	<b>676</b> Jennifer Cruz	<b>636</b> Anthony Budhar	<b>598</b> Frank Jackson	<b>554</b> Krystian Drozd	<b>521</b> Jacquelyn Bahr
<b>973</b> Daneul O'Neil	<b>893</b> Jose Garcia	<b>778</b> Yessica Garcia	<b>676</b> Aubrey McMillan	<b>636</b> Steven Counts	<b>598</b> Nichole Rouse	<b>553</b> Brittany Curry-Jack	<b>521</b> Hannah Hinkle
<b>973</b> Juan Olvera	<b>893</b> Lindsay Maring	<b>776</b> Kristi Graf	<b>676</b> David Stingl	<b>634</b> Jonathan Russell	<b>597</b> Claude Harriott	<b>553</b> Wayland Adams	<b>521</b> Diana Vuong
<b>973</b> Edward Hardy	<b>893</b> Ryan Cheverie	<b>776</b> Logan Klink	<b>676</b> Benjamin Ainscough	<b>634</b> Alan Fricke	<b>597</b> Amanda Hernandez	<b>553</b> Dexter Hill	<b>520</b> Kristen Young-Clark
<b>972</b> Shawn Boutin	<b>893</b> William Barta	<b>776</b> Elizabeth Tompkins	<b>675</b> Demmerick Stevenson	<b>632</b> Timothy Watson	<b>596</b> Paris Johnson	<b>553</b> Sangwook Nam	<b>518</b> Virakbot Oung
<b>971</b> Todd Homer	<b>892</b> Lisa Jones	<b>774</b> Cameron Gunter	<b>674</b> Jennifer Brady	<b>629</b> Miranda Mortensen	<b>596</b> Hayden Davis	<b>552</b> Tessa Monsrud	<b>517</b> Jennifer Wehrle
<b>971</b> Michael Romeo	<b>891</b> Brenden Mostoller	<b>774</b> Richard Halliday	<b>673</b> William Charnow	<b>629</b> Alaa Mohamed Khalil	<b>595</b> Natalie Bunce	<b>552</b> Richard Bentley	<b>517</b> Damaris Henderson
<b>970</b> Ivonne Perez	<b>890</b> Alan Sedaghat	<b>773</b> Alex Blodgett	<b>671</b> Kylee Traffic	<b>628</b> Angela Johnson	<b>595</b> David Goodman	<b>552</b> Michael Sheridan	<b>516</b> Nathaniel Wharton
<b>970</b> Robin Sloan	<b>890</b> Lige Li	<b>772</b> Christopher Ross	<b>671</b> Michael Williamson	<b>627</b> Luiza Ramanoska	<b>594</b> Steve Mersan	<b>550</b> Tommy Ward	<b>515</b> Jason Fisher
<b>969</b> Daniel Marino	<b>889</b> Denis Snyder	<b>772</b> Samisoni Tuitavuki	<b>670</b> Craig Clever	<b>627</b> David Basnett	<b>592</b> Wes Elder	<b>550</b> Jennifer Antunes	<b>514</b> Leya Kirchstein
<b>962</b> Kimberly Wenzel	<b>888</b> Kyle Lewicki	<b>722</b> Jessica A Smith	<b>670</b> Liam Flaherty	<b>627</b> Nashelly Schumacher	<b>591</b> Leticia Morales	<b>549</b> Shaniqua Peters	<b>514</b> Preeti Sahgal
<b>956</b> Susana Herrada	<b>886</b> Mary Sopha	<b>722</b> John McDougald	<b>668</b> Mondy Tongotea	<b>627</b> Shaan Tariq	<b>588</b> Aidilma Ferreira	<b>549</b> Eric Dollar	<b>512</b> Lockert Johnson
<b>956</b> Frank Sliwinski	<b>885</b> Keith Cameron	<b>721</b> Daniel Martinsen	<b>668</b> Rebecca Horner	<b>626</b> Jamonta Pettitway	<b>586</b> Connie Halapy	<b>548</b> Noah Belhumeur	<b>512</b> Jordan Arcuri
<b>955</b> Alma B Gonzalez	<b>884</b> Miranda Ramirez	<b>721</b> Marie Montemayor	<b>668</b> Erik Winkelman	<b>626</b> Kaprice Glover	<b>586</b> Luisvett Sanchez	<b>548</b> Cheri McWhorter	<b>511</b> Stuart Squires
<b>955</b> Joshua Stone	<b>881</b> Sal Caragliano	<b>720</b> Michael Burningham	<b>668</b> Kevin Donovan	<b>626</b> Kimberlyn Wraygore	<b>586</b> Tracie Romero	<b>548</b> Lenard Brown	<b>510</b> Cecilia Tucker
<b>953</b> Jones Freya	<b>880</b> Joshua Sheets	<b>720</b> David Page	<b>667</b> Casey Tongotea	<b>625</b> Michael Tribbitt	<b>583</b> Marzuwoa Brown	<b>547</b> Christian Hedgepeth	<b>510</b> Rachael Stringfellow
<b>952</b> Herbert Skinner	<b>878</b> James Sullivan	<b>719</b> Hinalai Hukehuke	<b>667</b> Kelsey Stackpole	<b>623</b> Alex Charalambous	<b>583</b> Scott Karlechuk	<b>546</b> Aaron Kean	<b>510</b> Travis White
<b>951</b> Satia Samasoni	<b>878</b> Jeffrey D Cobb	<b>718</b> Andrew Klapoetke-Reese	<b>666</b> Jerald Wise	<b>623</b> Dawn Davis	<b>582</b> Karen Alvarado	<b>545</b> Diana Henry-McCool	<b>510</b> Zachary Whipple
<b>950</b> Daniel Clemons	<b>876</b> Frieda Yakubov	<b>717</b> Jennifer Kimmel	<b>666</b> Cherie Mohr	<b>623</b> Cameron Lilly	<b>582</b> Dawn Davis	<b>545</b> Alicia Todd	<b>509</b> Robert T Harris
<b>949</b> Donte Grant	<b>873</b> Patricia Gatica	<b>715</b> Fabian Aniekwensi	<b>666</b> Robin Gonzalez	<b>622</b> Eliffranc Deus	<b>581</b> Samuel Munoz	<b>544</b> Ryan Fickert	<b>507</b> Christina Tomasi
<b>946</b> James Lawson	<b>872</b> Mandale Tolofree	<b>713</b> Troy Williams	<b>665</b> Alicia Nieman	<b>621</b> Lisa Woodson	<b>580</b> Gregory Hayman	<b>544</b> Adam Kidikas	<b>506</b> Brian Willis
<b>945</b> Sultan Deckard	<b>872</b> Bennett Smith	<b>712</b> Brittany Dupree	<b>665</b> Thomas Yarbrough	<b>620</b> Everton Brooks	<b>580</b> Maxx Schumann	<b>544</b> James Cypher	<b>506</b> Hussain Mir
<b>945</b> Deana Plaster	<b>870</b> Matthew McCall	<b>712</b> Nathan Doyle	<b>662</b> Harriise	<b>618</b> Caio Orofino	<b>578</b> Jesse Doherty	<b>544</b> James Cypher	<b>506</b> Carly Ferraro
<b>944</b> Amr Shater	<b>869</b> Anemone Bennett	<b>711</b> Charles Portis	<b>662</b> Dumervil-Reddie	<b>618</b> Jason Ashline	<b>577</b> John Keslar	<b>542</b> Clint Umbrell	<b>505</b> Norri McKibben-Flynt
<b>940</b> Eduardo Rodriguez	<b>867</b> Timothy O'Reilly	<b>710</b> Duane Pellegrin	<b>661</b> David Buetow	<b>617</b> Betty Schweitzer	<b>576</b> Arthur Kicknosway	<b>542</b> James Smith	<b>502</b> Richard Maher
<b>938</b> Daniel Makara	<b>866</b> Zachary Bradshaw	<b>709</b> Scott Ross	<b>660</b> Keeshia Whiteside	<b>617</b> David Woods	<b>576</b> Derek Woo	<b>541</b> Nicole Bromley	<b>501</b> Shaun Smith
<b>937</b> Charles Belt	<b>865</b> Omar Abdelaziz	<b>709</b> Bobbi Wiatr	<b>659</b> Shareema Love	<b>616</b> Evan Bryant	<b>576</b> Robert Montenegro	<b>540</b> Tamara Davenport	<b>501</b> Teasha Fredenburg
<b>937</b> Christopher Brodeur	<b>865</b> Mele Muller	<b>705</b> Jacqueline LaBlanc	<b>659</b> Bruce DeMoss	<b>616</b> Joel Jesurun	<b>575</b> Evan Donoghue	<b>540</b> Patrick Kushla	<b>501</b> Ryan Locke
<b>935</b> Kellen Buckman	<b>865</b> Jack Keiderling	<b>705</b> Tuikogau Afuamua	<b>658</b> Laaina Havea	<b>615</b> Deserick Davenport	<b>575</b> Alexis Albolino	<b>540</b> Christina LaPlant	<b>500</b> Kay Pomroy
<b>934</b> Michael Botond	<b>862</b> Brandon Johnson	<b>703</b> Jin Quinn	<b>658</b> Adelfa Parinas	<b>615</b> Anthony Lacaria	<b>575</b> Adelfa Parinas	<b>539</b> Cynthia Melchor	
<b>930</b> Kirsten Watkins	<b>860</b> Miles Washington	<b>703</b> Curtis Henderson	<b>657</b> Drew Sharp	<b>615</b> Jeremy Jackson	<b>573</b> Daniel Bombulie	<b>538</b> Wendy Greene	
<b>929</b> Christopher Pabon	<b>858</b> Edwin Cordero	<b>703</b> Fran Kolos	<b>657</b> Brett Surgener	<b>614</b> Christian Craig	<b>573</b> Maritza Gomez	<b>538</b> Aden Schrock	
<b>928</b> Annette Wilton	<b>857</b> Risa Moniz	<b>702</b> Matthew Zang	<b>656</b> Matthew Zang	<b>613</b> Tracey MLaverriere	<b>572</b> Lance Oldham	<b>538</b> Gerrit Stephens	
<b>927</b> John Franklin	<b>855</b> Peer Shmelzer	<b>702</b> McWayne Kahumoku	<b>656</b> Scott Pfeifer	<b>612</b> Caren Deanda	<b>572</b> Anthony Iovino	<b>538</b> John Russo	
<b>927</b> Brandy Swift	<b>852</b> Jennifer Pletcher	<b>697</b> Timothy Scanlon	<b>655</b> Paige Taggart	<b>612</b> Xavion Scott	<b>572</b> Craig Strompf	<b>537</b> Angeleena O'Hearn	
<b>924</b> Tiffany Babin	<b>850</b> Christopher DiMarco	<b>696</b> Jonathan Emura	<b>655</b> Frank Rodriguez	<b>612</b> Matthew Osborne	<b>571</b> Daniel Gelino	<b>537</b> Lawrence Combs	
<b>924</b> Julius Evers	<b>849</b> Patrick McGuigan	<b>695</b> Ailepata Tavelu	<b>652</b> Hector Sartori	<b>611</b> Anacleto Arevalo	<b>570</b> Chena Blair	<b>537</b> Heamoni Loloma	
<b>920</b> Shai Mate	<b>847</b> Crystal Robinson	<b>689</b> Anita O'Brien	<b>652</b> Silvana Velez	<b>611</b> John Ellis	<b>570</b> Amy Reichenbach	<b>536</b> Herman Bradley	
<b>919</b> Catherine Jackson	<b>847</b> Guishaad Laguerre	<b>688</b> Houpi Tuputupu	<b>652</b> Stephanie Kell	<b>611</b> Jim Hintze	<b>569</b> Kurt Lagorio	<b>536</b> Ayovi Gbeve	
<b>919</b> Anse Blake	<b>845</b> Joseph Tracey	<b>688</b> Jason Kuepfer	<b>651</b> Erin Nicole	<b>610</b> Rebecca Sheffer	<b>567</b> Cierra Thompson	<b>536</b> Robert Weaver	
<b>909</b> David Ramirez	<b>844</b> Mele Mohulamu	<b>687</b> Daniel Dunham	<b>649</b> Christopher Rubio	<b>609</b> Robert Wright	<b>567</b> David Peebles	<b>535</b> Shane McGregor	
<b>906</b> Matthew Yeatman	<b>843</b> Corey LaVigne	<b>685</b> Martin Robinson	<b>648</b> Lindsay Nielsen	<b>609</b> Danielle Ochoa	<b>567</b> Garret Kun	<b>533</b> Jennifer Young	
<b>903</b> Gregory Bonnes	<b>842</b> Kelly Hannan Daley	<b>685</b> Michael Loftus	<b>646</b> Austin Hamilton	<b>608</b> Alexander Wood	<b>564</b> Costal Ernest	<b>532</b> Taren Sarantos	
<b>903</b> Veasna Keo	<b>841</b> Stephen Gustafson	<b>684</b> Jadedene Welty	<b>646</b> Dawn Selden	<b>608</b> Matthew Brazeau	<b>564</b> Dominique Mommus	<b>532</b> John Jefferson	
<b>901</b> George Connell	<b>840</b> Shelbi Sofranko	<b>684</b> Shauna Hannemann	<b>644</b> Ryan Witham	<b>608</b> Enrique Borges	<b>563</b> Lynn Jenkins	<b>532</b> Austin W Smith	
<b>901</b> Frank Kacvinsky	<b>840</b> Shirley Patey	<b>684</b> Harold Brown	<b>644</b> John Singh	<b>606</b> Jacob Carlson	<b>562</b> Devin Buckley	<b>532</b> Ana Tahifote	
<b>901</b> Brandon Leonardo	<b>838</b> Tien Nguyen	<b>683</b> Anna Mobilia	<b>642</b> Summer Gonzalez	<b>605</b> Natalie Soboleva	<b>562</b> Edward DeFurio	<b>530</b> Javonte Mann	




# LEADERSHIP BONUS

**1**




**OFA TUPOUNIUA**  
\$31,678  
Steve Friedlander

**2**




**MARIAN SERTLER**  
\$29,981  
Sabrina Lloyd

**3**




**PATRICK BENDURE**  
\$29,507  
Surace-Smith

**4**



**ZACH OTTO**  
\$28,732  
Sabrina Lloyd

**5**



**NICHOLAS MOORE**  
\$21,671  
Durhon Oldham

## AUGUST BONUS LEADERS | August Bonus Payout: \$1,750,091

August Bonus Qualifiers: 1,121

- \$31,678 Ofa Tupouniua
- 29,981 Marian Sertler
- 29,507 Patrick Bendure
- 28,732 Zach Otto
- 21,671 Nicholas Moore
- 21,538 Marc Salvaggi
- 20,979 Michael Clemente
- 20,717 Michael Musso
- 18,087 Harold Durana
- 17,137 Moli Kaufusi
- 16,962 Matthew Diulus
- 16,909 Ryan Giddens
- 16,157 Robert Kanaan
- 15,965 Matthew Parks
- 14,834 Rodney Ward
- 14,351 Robert Richman
- 13,982 Morgan Lobello
- 13,409 David Wang
- 12,358 Ryan Hall
- 12,191 Jesse Rennich
- 12,106 Charles Ferrari
- 12,086 John Conard
- 11,683 Justin Adams
- 11,297 Matthew Turnquist
- 11,094 Joshua Jackson
- 10,891 Adeyemi Akinade
- 10,723 Thomas Vena
- 10,661 Eric Ebbitt
- 10,571 Daniel Hartwig
- 10,454 Ryan Fickert
- 10,408 Doreen Ryan-Foti
- 10,374 Levar Morgan
- 10,273 Steven King
- 10,121 Heath Bailey
- 10,068 Joshua Dishong
- 9,731 Brandon Teter
- 9,615 Richard Dyer
- 9,246 Cynthia Schneiderman
- 8,907 Stephen Hill
- 8,654 Robert Smith
- 8,596 Bobby Swzawa
- 8,502 Corey Helly

- \$8,454 Michael Gerstein
- 8,376 Avi Kauderer
- 8,368 Blake Higuchi
- 7,958 Alon Fischer
- 7,499 Mark Beckford
- 7,422 Christopher Hintz
- 7,387 Nicholas Scordos
- 7,297 Ryan Bisanz
- 7,253 Timothy Wilson
- 7,050 Andrew McQuade
- 6,965 I-Perfection Harris
- 6,937 Brian Zuzick
- 6,864 Albert Lau
- 6,844 Mohammed Moalawi
- 6,755 Britton Costa
- 6,692 Chad Potts
- 6,644 Ryan Stenglein
- 6,476 Matthew Conrad
- 6,468 Albert Serur
- 6,424 Evan Holzhauer
- 6,386 Herman Fennell
- 6,383 Marisa Willgruber
- 6,381 Corey Hallam
- 6,349 Magda Figueiredo
- 6,251 Ryan Wilson
- 6,246 Nicholas Lorence
- 6,241 Ransey Vazquez
- 6,068 Patrick Knouse
- 6,049 London Burnett
- 6,003 Syed Quadri
- 5,931 Cara DeFiore
- 5,896 Todd Glazer
- 5,728 Noel Rose
- 5,690 Jameetri Washington
- 5,567 Christopher Rodriguez
- 5,401 Lorena Barriere
- 5,389 Troy Plummer
- 5,377 Stephen Jeung
- 5,357 Sharif Geys
- 5,350 Sean Velasquez
- 5,308 John Young
- 5,303 Christina Meyer

- \$5,297 Michael Williams Jr
- 5,281 Alexandra Graham
- 5,264 Mark Kukielski
- 5,251 Mark Hileman
- 5,189 Scott Kim
- 5,069 Robert Hamilton
- 5,061 Herbert Stell
- 5,032 Nasr Quadri
- 4,971 London Nelson
- 4,965 Gregory VanSuch
- 4,916 Melne Hughes
- 4,873 Brett Gryska
- 4,816 Kody Kramme
- 4,809 Michael Guzman
- 4,806 Jean Joseph
- 4,790 Atta Saleh
- 4,726 Ashley Wenning
- 4,675 Hal Herman
- 4,630 Matthew Wolfanger
- 4,612 Krista Thieme
- 4,594 Andrew McGrath
- 4,529 Patrick Stenglein
- 4,456 Jonni Ng
- 4,421 Henry Ingraham
- 4,413 Duni Olusegun
- 4,377 Natalie Linker
- 4,347 Jessica Wilhite
- 4,338 Dustin Dunlap
- 4,264 Shorne Brown
- 4,200 Timothy Kieran
- 4,169 Mathew Mealey
- 4,098 Jesse O Martin
- 4,090 Pablo De La Cruz
- 4,083 Minh Phung
- 4,080 John Nieves
- 4,016 Rita Haidinger
- 3,984 Dean Jensen
- 3,983 Sara Vaz
- 3,941 Amber Dregalla
- 3,853 Craig Strompf
- 3,829 George O'Shea
- 3,745 Jessica Santamarina

- \$3,718 Jordan Chalom
- 3,713 Reynolds Akuamo
- 3,617 Jack Keiderling
- 3,571 Joy Vann-Austin
- 3,524 Jinelly Urena
- 3,490 Mack Doby
- 3,471 Scott Wheeler
- 3,456 David Higa
- 3,439 Nikolas Moreschi
- 3,430 Gabriela Sime
- 3,362 Joshua Olin
- 3,339 AshLynn Orng
- 3,300 Scott Montgomery
- 3,300 Amy Baird
- 3,281 Yussuf Elzein
- 3,260 Melinda-Rae Lyse
- 3,242 Tyler McKnight
- 3,234 Chad McLaughlin
- 3,222 Brandon Minor
- 3,219 Jimmy Tchen
- 3,209 Ernest Powell
- 3,207 Gevorg Yanukyan
- 3,199 David Thornton
- 3,198 Michelle Crowe
- 3,186 Fritznel Octave
- 3,150 Alex Torruella
- 3,092 Christopher Atkins
- 3,025 Charley Forshee
- 3,023 Amie McCracken
- 3,000 Brent Bowling
- 2,933 Kade Beck
- 2,919 John Sparby
- 2,816 Roger Fung
- 2,804 David Rigney
- 2,766 Casey Knush
- 2,762 Javier Diaz
- 2,723 Holly Lacey
- 2,711 Shawntae Collins
- 2,708 James Bailey
- 2,669 Phillip Perrin
- 2,661 Anita Ferris
- 2,636 Matthew Cartwright

- \$2,625 Jonathan Maust
- 2,609 Alta Herpel
- 2,579 Jamil Harris
- 2,569 Sheila Downey
- 2,562 Michael van Delft
- 2,538 Andre Hawthorne
- 2,537 Devon Chapman
- 2,531 Kaitlyn Brandt
- 2,510 Patrice Amador
- 2,508 Daniel Vilas
- 2,491 Taneshia Solomon
- 2,488 James DePetro
- 2,477 Bobby Gujral
- 2,471 Jodi Raymond
- 2,488 James DePetro
- 2,477 Bobby Gujral
- 2,471 Michael Shaba
- 2,438 Jason Lee
- 2,341 Alexander Keats
- 2,320 Nicholas Engrav
- 2,311 Joseph Kleeb
- 2,291 Brandon Summertown
- 2,291 Michael Cirelli
- 2,255 Samantha Sliger
- 2,244 Jason Bratin
- 2,200 Steve Bryant
- 2,196 Mike Hudnall
- 2,184 Alberto Alcalá
- 2,137 Thomas Longino
- 2,113 Eric Thompson
- 2,050 Pauline Cresswell
- 2,038 Daniel Walton
- 2,004 Cleopatra Sola
- 2,000 Craig Ebbing
- 1,959 Aaron Ralston
- 1,958 Richard Barbour
- 1,952 Jeffrey Hall
- 1,950 Joshua Krueger
- 1,925 Darcy Schrieber
- 1,897 Luay Ghawi
- 1,892 Benito Menchaca
- 1,875 Ruben Santillana
- 1,875 Alipate Makau
- 1,875 Heather Miller
- 1,859 Lori Dacyk

- \$1,852 Andre Bent
- 1,850 Chelsie Otto
- 1,848 Linda Eichelberger
- 1,828 Jonathan Emura
- 1,827 Ryan McIntosh
- 1,823 Bryan Fronberger
- 1,813 Taylor Black
- 1,800 Dan Ikei
- 1,800 Melissa Quintal
- 1,788 Robert Park
- 1,788 Duane Shaw
- 1,775 Kasali Kotun
- 1,750 Mondy Tongotea
- 1,738 Somprathi Sophia
- 1,725 Janet Ramirez
- 1,688 Robert Drake
- 1,686 Michael Russin
- 1,681 Lisa Richardson
- 1,679 Gabriel Feldmann
- 1,675 Phillip McEfresh
- 1,673 Nicholas Walsh
- 1,672 Angel Martinez
- 1,652 Jamey Haugen
- 1,650 Aaron Parks
- 1,650 Anthony Theriault
- 1,625 Martyna Dudapasiaka
- 1,625 Erin Moyer
- 1,611 Mike Lade
- 1,600 Deonte Jones
- 1,600 Joshua Rauser
- 1,588 Patricia Cicerale
- 1,588 Robert McCallum
- 1,588 Andre Schneiderman
- 1,583 Tom Weller
- 1,578 Ibrahim Bah
- 1,577 Brandon Edens
- 1,573 Jeffrey Calvert
- 1,563 Polina Philbin
- 1,553 Ryan Feehan
- 1,550 Jodi Raymond
- 1,540 Patrick Guthrie
- 1,506 Stephen Giddens
- 1,500 Brendon Comeau
- 1,500 Derek Foore
- 1,500 Eugene Garcia
- 1,500 Joseph Luminiello
- 1,499 Liam Flaherty
- 1,497 Aaron Friedlander
- 1,493 Brian Gilmore
- 1,466 Samantha Sliger
- 1,450 Justin Barker
- 1,450 Elias Boles
- 1,448 Allen Watson
- 1,438 Tyler Worstell
- 1,425 Joseph McCallister
- 1,413 James Sodan
- 1,408 Patrick Duray
- 1,404 Joseph Quattrochi
- 1,398 Angeliqve Lavaly
- 1,391 Mike Allen
- 1,389 Aaron McLean
- 1,388 Laaina Havea
- 1,388 Slavita Hut
- 1,375 Alix Albright
- 1,375 Sokol Fazliu
- 1,375 Asiguy Haugabook
- 1,375 Denville Loney
- 1,375 Ruben Santillana
- 1,375 Kyle Schimizzi
- 1,364 Kenneth Greer
- 1,363 DeAnthony Hartman

- \$1,350 Christian West
- 1,325 Richmond Gerrish
- 1,325 Jeffrey Gilliana
- 1,319 Christopher Dicks
- 1,313 George Taramas
- 1,313 Jamie Winters
- 1,303 Robert Nolan
- 1,300 Vincent Meyer
- 1,300 Ashley Ruhl
- 1,300 Christopher Shuman
- 1,300 Ryan Tucker
- 1,299 Ali Zaidi
- 1,288 Mele Makau
- 1,288 Andrzej Sertler
- 1,272 Antonio Ramirez
- 1,257 Peter Gabranski
- 1,250 Lindsey Dettwiller
- 1,250 John McDougald
- 1,250 Steven Rios
- 1,249 Yihaio Chen
- 1,238 Kyle Lewicki
- 1,225 Jonathan Black
- 1,225 Christopher Murray
- 1,188 Micah Focken
- 1,163 Matthew Bell
- 1,150 Phillip Goodwin
- 1,150 Troy Williams
- 1,132 Alex Kae
- 1,125 Paul Smith
- 1,113 Phil Folkertsma
- 1,113 Delmy Diaz-Cervantes
- 1,101 Kelsi Jewell
- 1,100 Victor Agurto
- 1,100 Edward Crocker
- 1,100 Ryan Hernandez
- 1,100 Robert Locke
- 1,100 Brandon MacDonald
- 1,100 Dominic Telymonde
- 1,100 Lara Wyatt
- 1,088 Juan Olvera
- 1,088 Paul Zuzick
- 1,079 Spencer Rowland
- 1,075 Hyunchul Chung
- 1,075 Aaron Dupras
- 1,071 Kevin Holtz
- 1,063 Bryan Juskiw
- 1,050 Jeremy Schroeder
- 1,038 Shalom Chaimov
- 1,038 Daniel Dunham
- 1,038 Ryan Tomajcik
- 1,031 Michael Stuver
- 1,025 Tiffany Babin
- 1,025 Jenna Grula
- 1,025 Vinea Moore
- 1,025 Scott Mudrak
- 1,025 Maxx Schumann
- 1,013 Erica Fitzsimmons
- 1,013 Sean Hansen
- 1,000 Abdel Khawatmi
- 1,000 Daniel Konise
- 1,000 Sandra Sandoval
- 988 Seneca Birchmore
- 988 Andrew Dorf
- 982 Bradley Kampmeier
- 975 Michael Coulthard
- 975 Daniel Franke
- 975 Joshua Goodman
- 975 Nic Iagulli
- 975 Alma Lozano
- 974 Joseph Tomanovich
- 963 Carrie Padgett

- \$963 Tiffani Tavormina
- 950 Christopher Bentley
- 950 Elizabeth Chilson
- 950 DeMario Cooper
- 950 Derek DeProspero
- 950 Kelly Ekker
- 950 Francis Ingulli
- 950 Brittini Kwiecien
- 950 Rebyka Moyer
- 950 Mike Paragiou
- 938 Stephanie Kell
- 938 Collin Basmajon
- 934 Drew Sharp
- 925 Matthew Hogan
- 925 Collin Basmajian
- 925 George Kamel
- 925 Courtney Kitzman
- 913 Tami Klein
- 913 Marcus Moody
- 906 Mir Khan
- 906 Mandy Johnson
- 900 Mary-Delores Ayarzagotia
- 900 Jamie Faulkner
- 900 Kierra Goodwin
- 900 Gilbert Hicks
- 900 Stuart Squires
- 900 Timothy Watson
- 889 Tibor Simon
- 881 Latia Stanley
- 875 John Bacaron
- 875 Matthew Cessna
- 875 Christopher McFoy
- 875 Karen Mosley
- 875 Colin Quigley
- 874 Angel Patryluk
- 875 Muhammed Ashraf
- 850 Alvin Ali
- 850 Edford Banuel
- 850 Michael Denton
- 850 Laura Frew
- 850 Jon Gelhorn
- 850 Sarah Gilmore
- 850 Michael Kachenmeister
- 850 Donrie Purcell
- 850 Barbara Seyoum
- 850 Austin W Smith
- 850 Kimberly Wenzel
- 838 Gregory Graham
- 838 William Robinson
- 838 Kasecy Williamson
- 825 Michael May
- 825 Rohan Smith
- 821 Angela Torres
- 819 Anthony Lopez
- 813 Menno Glick
- 800 Jorge Alvarez
- 800 Mchel Helgeson
- 800 Taylor Orona
- 800 Janina Wilson
- 794 Iva Kalinova
- 787 Luke Biereonwu
- 777 Jordan Reinhold
- 775 Pedro Vazquez Armenteros
- 775 Kathryn Chaisson
- 775 Christopher Kennedy
- 775 John Silva
- 775 Justin Whittington
- 775 Shahab Mahdavejad
- 763 Carl Carlberg
- 763 Paul Cossier
- 763 Britany Pariente






- \$750 Pamela Altman
- 750 Donte Grant
- 750 Katalina Halaunga
- 750 Nickoy Hylton
- 750 Immacula Jacques
- 750 John Keslar
- 750 Ryan O'Malley
- 750 Kimberle Spooner
- 750 Mark Ziemanski
- 749 Jonathan Phillips
- 744 Nicole Sanders
- 738 Ryan Locke
- 738 Arthur Menina
- 738 Michael Russo
- 725 Mickey Adkins
- 725 Christopher Clark
- 725 Justin Diaz
- 725 Adrian Ortiz
- 725 Kashief Perkins
- 725 Lucan Schmidt
- 723 Devin Adams
- 721 Joshua Rush
- 720 Lineti Pasikala
- 713 Veronica Carrion
- 713 Joel Johnson
- 713 Laurie Mazza
- 705 Sonja Koryhaio
- 700 Guitree Basdeo
- 700 Horace Johnson
- 700 Timothy Penso
- 700 Benjamin Roman
- 700 Arien Seemann
- 700 Andrew Siebert
- 675 Armando Aiello
- 675 Michelle Martinez Aviles
- 675 Amanda Hogan
- 675 Joshua Kershaw
- 675 Carmen Lindmark
- 675 Bryant Logan
- 675 David Nham
- 675 Matthew Obringer
- 675 Joseph Quintons
- 675 Edwin Rosa
- 675 Eric Snyder
- 675 Daphne Weber
- 669 Donald Gregoire
- 668 Troy Elliott
- 663 Angela Landry
- 650 Adem Abdulla
- 650 Andrew Bishop
- 650 Matthew Dawson
- 650 Damaris Henderson
- 650 Calvin Irving
- 650 Anne Melville
- 650 Kyle Mitchell
- 650 Eric Peyton
- 650 Raul Rojas
- 650 Anna Senra
- 650 Justin Sutton
- 650 Jadelene Welty
- 650 Mathew White
- 640 Bernard Ballou
- 638 Kelvin Fernandez
- 638 Daryl Williams
- 625 Emily Brunner
- 625 Benjamin Edwards
- 625 Larry Finch
- 625 Glenn Martin
- 625 Kristina Moore
- 625 Mauri Ramirez
- 625 Aaron Voegel






- \$625 Travis White
- 625 Alexander Wood
- 620 Joseph Kanaan
- 616 Peter van der Westhuizen
- 613 Zathia Zarza
- 613 John Sardin
- 600 Carlo Buhay
- 600 Jesse Doherty
- 600 Evan Donoghue
- 600 Tiffney Harmouche
- 600 Boris Mendes
- 600 Grant Myers
- 600 Michael Rogelj
- 600 Kelsey Roth
- 588 Corina Araujo
- 588 Peter Kwiatkowski
- 575 Jennifer Bettis
- 575 Debra Dextrateur
- 575 Elvis Durakovic
- 575 Thomas Greene
- 575 Sione Nau
- 575 Jinnie Yoo
- 563 Danijela Matic
- 553 Patrick Cremeans
- 550 Komo Davis
- 550 Ana Havea
- 550 Jonathan Kinnard
- 550 Matthew Kurey
- 550 Roberto Navarro
- 550 Jacqueline Pittman
- 550 Jamie Schulz
- 550 Coleman Thompson
- 550 Kiet Truong
- 550 Jennifer VanKerckvoorde
- 550 Josie Ward
- 538 Richard Johnson
- 538 Jordan Kness
- 538 Amanda South
- 531 Marie St Germain
- 525 Azar Afnan
- 525 Jordon Barron
- 525 Jacob Bush
- 525 Cameron Colbert
- 525 Brandon Dodds
- 525 Sina Heak
- 525 Meghan Modrak
- 525 Ryan Orloski
- 525 Virginia Rice
- 525 Sonia Tyner
- 522 Rory Olson
- 513 Jason Cox
- 513 Tyler Dean
- 513 Christina Pierson
- 513 LaMorris Reynolds
- 510 William Soulier
- 510 Adam Stowe
- 500 Derron Alexander
- 500 Jarod Bordynoski
- 500 Joel Braggs
- 500 Kyle Butler
- 500 Kalen Dugan
- 500 Jacob Gill
- 500 Richard Jones
- 500 Delroy Phang
- 500 Siria Rodriguez
- 500 Kelly Silvia
- 500 Curtisha Stephens
- 500 Steven Warner



# SA/GA DIRECT CODE FIELD TRAINING BONUS

# REINSTATEMENT BONUS

<b>1</b>  <b>MONDY TONGOTEA</b> \$7,523 Steve Friedlander	<b>2</b>  <b>LAAINA HAVEA</b> \$6,897 Steve Friedlander	<b>3</b>  <b>ALIPATE MAKAU</b> \$6,247 Steve Friedlander	<b>4</b>  <b>CHRISTOPHER SHUMAN</b> \$5,707 Simon Arias	<b>5</b>  <b>MARTYNA DUDAPASIEKA</b> \$5,545 Sabrina Lloyd
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<b>1</b>  <b>SAMI MOGANNAM</b> \$2,341 Don Foti	<b>2</b>  <b>BRADLEY WEIGAND</b> \$2,146 Surace-Smith	<b>3</b>  <b>MITCHELL LOOK</b> \$1,636 Surace-Smith	<b>4</b>  <b>COREY LAVIGNE</b> \$1,592 Eric Cochran	<b>5</b>  <b>JIMMY TCHEN</b> \$1,228 Corey Neff
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**AUGUST BONUS LEADERS** | August Bonus Payout: **\$343,533**  
August Bonus Qualifiers: 516

**AUGUST BONUS LEADERS** | August Bonus Payout: **\$46,890**  
August Bonus Qualifiers: 153

- \$7,523 Mondy Tongotea
- 6,897 Laaina Havea
- 6,247 Alipate Makau
- 5,707 Christopher Shuman
- 5,545 Martyna Dudapasieka
- 5,224 Pauline Cresswell
- 4,936 Joseph McCallister
- 4,341 Andrzej Sertler
- 4,292 Derek Foore
- 4,002 Deonte Jones
- 3,964 Lineti Pasikala
- 3,880 Somprathai Sopha
- 3,436 Melissa Quintal
- 3,428 Joshua Krueger
- 3,381 Taylor Orona
- 3,350 Steve Bryant
- 3,266 Patricia Cicerale
- 3,253 Kelly Silvia
- 3,149 Jamie Faulkner
- 3,138 Andre McCallum
- 3,116 Joshua Kershaw
- 3,009 Victor Agurto
- 2,787 Ana Havea
- 2,757 Glenn Martin
- 2,728 Katalina Halaunga
- 2,726 Paul Zuzick
- 2,653 Kalen Dugan
- 2,561 Mike Paragiou
- 2,493 Janet Ramirez
- 2,423 Robert Locke
- 2,344 Jenna Grula
- 2,341 Joseph Luminiello
- 2,320 Kelsey Roth
- 2,244 Tiffany Babin
- 2,241 Darcy Schrieber
- 2,187 Brandon Dodds
- 2,148 Jeremy Schroeder
- 2,142 Paul Smith
- 2,121 Josie Ward
- 2,091 Daphne Weber
- 2,085 Elias Boles
- 2,077 Raul Rojas

- \$1,991 Donte Grant
- 1,971 Aden Schrock
- 1,942 Edwin Rosa
- 1,942 Scott Mudrak
- 1,940 Matthew Dawson
- 1,932 Robert Weaver
- 1,815 Jeffrey Gilliana
- 1,810 Kasali Kotun
- 1,764 Brendon Comeau
- 1,747 Daniel Konise
- 1,665 Steven Stensrud
- 1,662 Heather Miller
- 1,652 Denville Loney
- 1,651 Maxx Schumann
- 1,622 Robert Schneiderman
- 1,598 Eric Snyder
- 1,526 Meghan Modrak
- 1,492 Marcus Moody
- 1,474 Timothy Watson
- 1,474 James DePetro
- 1,471 Stuart Squires
- 1,453 Lindsey Dettwiller
- 1,450 Timothy Penso
- 1,428 Virakbot Oung
- 1,422 Brent Bowling
- 1,390 Vinea Moore
- 1,387 Courtney Kitzman
- 1,384 Jinnie Yoo
- 1,371 Adrian Ortiz
- 1,358 Armando Aiello
- 1,352 Justin Sutton
- 1,341 Clint Uwaine
- 1,315 Alex Giddings
- 1,296 Calvin Irving
- 1,294 Jesse Doherty
- 1,292 Alix Allbright
- 1,274 Edford Banuel
- 1,267 Kyle Lewicki
- 1,265 Pedro Santos
- 1,261 Edward Crocker
- 1,245 John Silva
- 1,240 Victoria Gonzales

- \$1,219 Michael Mallia
- 1,213 Jay Surma
- 1,212 Jonathan Black
- 1,204 Virginia Rice
- 1,193 Matthew Obringer
- 1,187 Anna Pulit
- 1,187 DeAnthony Hartman
- 1,173 Sandra Sandoval
- 1,173 Rodrick Hahn
- 1,170 Pamela Altman
- 1,149 Cameron Colbert
- 1,147 Ryan O'Malley
- 1,125 Curtisha Stephens
- 1,123 Joseph Kanaan
- 1,111 Joseph Quintons
- 1,110 Michael Russo
- 1,107 Ileana Tatafu
- 1,103 Kyle Schimizzi
- 1,077 Paul Torman
- 1,072 Eric Peyton
- 1,060 Collin Basmajian
- 1,036 Phillip Goodwin
- 1,013 Ivonne Perez
- 943 Holly Lacey
- 943 Boris Mendes
- 911 Chelsie Otto
- 896 Michael Coulthard
- 891 Christina Jauch
- 886 Alvin Ali
- 872 Sarah Gilmore
- 859 Richmond Gerrish
- 851 Jonathan Maxwell
- 840 Jamie Winters
- 821 Evan Donoghue
- 812 Sonja Koryhaio
- 810 Seneca Birchmore
- 808 John McGrath
- 802 Jodi Raymond
- 795 George Taramas
- 791 Lamar Livingston
- 789 George Kamel
- 789 Micah Focken

- \$787 Kathryn Chaisson
- 780 Joshua Goodman
- 779 Naylyn Booker
- 777 Karen Mosley
- 776 Joel Braggs
- 774 Anne Melville
- 764 Rebyka Moyer
- 764 Johnny Ly
- 759 Bridgett Turner
- 759 Abdel Khawatmi
- 751 Dan Ikei
- 750 Christian West
- 748 Frank Cordaro
- 738 Pedro Vazquez Armenteros
- 735 Jon Gelhorn
- 735 John Keslar
- 701 Delmy Diaz-Cervantes
- 696 Reesa David
- 695 Pablo De La Cruz
- 690 David Peebles
- 688 Charles Belt
- 687 Christina Pierson
- 678 Gerrit Stephens
- 677 Roger Rau
- 659 Daniel Franke
- 655 Patrick Rooney
- 654 Marjorie Hansen
- 649 Gordon Biggums
- 646 Jocelyn Bolito
- 641 Daniel Dunham
- 641 Shawn Mahoney
- 641 Kierra Goodwin
- 640 Derek DeProspero
- 626 Kimberle Spooner
- 625 Candice Anderson
- 614 Elvis Durakovic
- 613 John Bacaron
- 612 Joshua Yurinko
- 602 Robert Park
- 595 Ariel Maxwell
- 583 Michelle Martinez Aviles

- \$575 Janina Wilson
- 568 Mchel Helgeson
- 545 Hyunchul Chung
- 544 Brandon MacDonald
- 540 Courtney Basil
- 539 Jonathan Kinnard
- 537 Guitree Basdeo
- 534 Nickoy Hylton
- 529 Jamie Allen
- 524 Logan Klink
- 523 William Robinson
- 521 Matthew Cessna
- 511 Ryan Locke
- 507 Juan Olvera

- \$2,341 Sami Mogannam
- 2,146 Bradley Weigand
- 1,636 Mitchell Look
- 1,592 Corey LaVigne
- 1,228 Jimmy Tchen

- \$1,101 Herivelto Pereira
- 949 Lawrence Dennis
- 917 Timothy Byrnes
- 728 Richard Walus
- 618 Timothy Tzimas

- \$606 Karrie Bickford
- 601 Paul Helling
- 599 Niurka de Armas-Duran
- 595 Peter Kaplanis
- 589 Michael Smith

- \$579 Christiana Bouligny
- 576 Maurice Baritz
- 573 Kaitlyn Estes
- 572 Linda Byas
- 563 Daniel Potilechio

- \$552 Ronald Rivera
- 545 Joseph B Smith
- 537 Muhammed Ashraf
- 522 Joseph Faisant
- 503 Laurekin Pardovani

**4 BONUS TOTAL: \$3,934,086**

<b>WORLD'S GREATEST</b> \$1,793,572	<b>LEADERSHIP</b> \$1,750,091	<b>SA/GA TRAINING</b> \$343,533	<b>REINSTATEMENT</b> \$46,890
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All qualifiers listed achieved at least \$500 in bonus totals



# 'new SGA Aces

Recognizing the achievements of our  
newer State General Agents



**MAT HART**

Mat led his Agency to a phenomenal 185.1% growth over August of 2014.



**RAY RISUCCI**

Ray's Agency experienced 57.9% growth over August of last year.



**DANNY UMBERTONE**

Danny and his Agency had 50.2% growth over August of 2014.

## DIRECTORS OF THE MONTH



Leaders growing leaders

### Sales Director of the Month



**Fred Hadayia**

Fred had 70.1% growth over August of 2014.

### PR Director of the Month



**Michelle Baxter**

Michelle is the Top Director for August 2015 with 54.31% Lead Growth.



**Domenico Bertini**

Executive Vice President  
AIL & NILICO

**I GREW UP IN EUROPE WHERE WE ALWAYS** associated the name Cadillac with success, money and stature. In my home town of Palermo Sicily, American automobiles were a novelty. A privileged few owned Ford Mustangs and a few were only used for weddings of rich people. You could see American tourists in Buicks and Chevrolets, but only the wealthiest Italians drove the streets of Rome or Milan in a Cadillac.

I was still riding a bicycle when I first studied one of these cars up close, wondering just how many horses were under the hood of this sleek metal sculpture on wheels. For me, a Cadillac was the stuff of dreams. Over the years, I learned more about Cadillac's amazing achievements. The company's steady pursuit of quality and continuous search for ongoing improvement earned Cadillac an enviable place in automotive history. For example, Cadillac was the first car company to replace the hand-crank starter with an electric starter for its 1912 models.

This idea originated at National Cash Register, the company that spawned modern selling techniques. NCR engineer Charles Ketter-

ing developed an electric motor that provided short bursts of power for cash registers. When Cadillac hired him, Kettering adapted his idea to car engines. His battery-powered starter kept Cadillac sales soaring.

When I moved to America, I first bought a Volkswagen, a decision I soon regretted, since it had no air conditioning and 250,000 miles and it was pea green — imagine that at a client's appointment! As my MGA agency expanded and prospered, my nostalgia for Cadillac cars drove me to eventually buy a Cadillac STS from my SGA, a true bad-to-the-bone car of the times in 1992.

My SGA along with my wife convinced me that I deserved to turn my Italian/American dream into reality.

As I drove that car for the first time, I immediately thought of the signature line of a popular comedian at the time named Yakov Smirnoff: "America, what a country!" A country built by immigrants who dared to dream.

And now I am dreaming of a company made of associates who dare to dream \$200 Million of sales by the end of 2015 and \$300 Million soon to come.

Napoleon Hill said: "Cherish your vision and your dreams as they are the children of your soul, the blueprints of your ultimate achievements."

Don't let your dreams go to sleep. Keep them awake and think about them almost obsessively every day. There's no other way to make them come true; they are like beautiful flowers and they will die unless watered daily.

There's no doubt that with all of you together we will make this a Cadillac Company where everyone's ideas are valued and used to make sales soar to new heights. Our pursuit for high quality sales is reflected on the record months the Company has experienced this year and all-time high business retention of 76%.

We will be the enviable company of the insurance industry: the Cadillac of Insurance Companies.



Dom (right) with his Leadership 401 class in August. Front: Kyle Wrobel, Danny Umbertone, Mike Mandella. Back: Ray Risucci, Erin Allen, Dustin Venekamp, Souley Bah.





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